Board of Trade Journal

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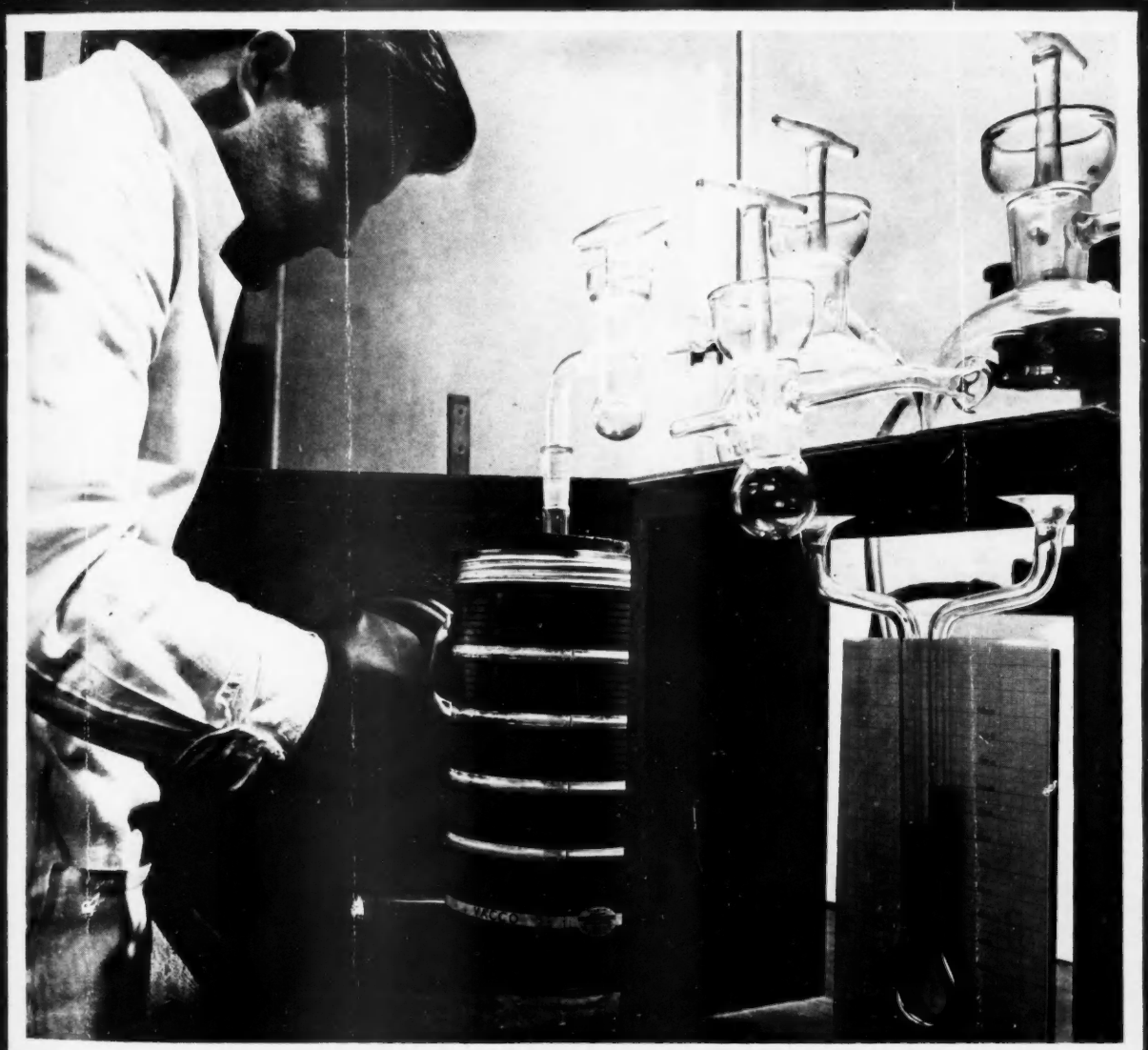

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* Baltimore has been cited by the U. S. Department of Labor for longshoreman efficiency.

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Front cover photograph

A fine example in Quality and Reliability Year are the stringent test procedures followed by Aberdare Cables Limited in the manufacture of power cables. Testing is carried out at every stage of manufacture, from the raw material to the final product, and the photograph shows an equilibrium vapour pressure test in progress on a sample of completed cable to determine the effectiveness of the vacuum drying process. (*This week's main article on page* 1407 *gives a progress report on Q and R Year.*)

SUBSCRIPTIONS, ADVERTISEMENTS, REPRINTS

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Orders for reprints should be addressed to the Director of Publications (P.1), Her Majesty's Stationery Office, Atlantic House Holborn Viaduct, London, E.C.1.

We put the British Photographic Export Group in the picture about selling overseas

How Export Intelligence helped the Group land orders worth over £90,000 by arranging a free stand at the Photokina Exhibition, Cologne

It all began at an exhibition of commercial photographic equipment in Manchester. A number of small specialist firms were keen to get into the export market. After some discussion, seven of them got together—the total is now over 40—and formed the British Photographic Export Group. The Group knew little about exporting and decided to contact Export Intelligence—the free Board of Trade service for exporters.

5,000 square feet free

The Group were keen to have a stand at the 1966 Photokina Exhibition in Cologne, and they were told that under the Board of Trade Joint Venture Scheme they would be given free space and a shell stand.

They expected nothing more than a small but adequate stand. But since 27 members wanted to take part they were allocated 5,000 square feet.

Amazing successes

One or two quotes will show how the Group benefited from Photokina: '*The factory will be on overtime for at least 12 months.*' BOWENS SALES AND SERVICES LTD. '*Frankly, I'm staggered at the effect of Cologne; we seem to have the world licked on specification, performance and price.*' A DIRECTOR OF HALCO-SUNBURY CO. LTD.

Other firms had the same kind of experience. Two of them, for instance, have orders for their entire output for the next two years. The Group's success shows just how much small firms can gain from getting together and taking full advantage of Government services. Export Intelligence exists to help you and firms like yours to make the most out of overseas markets.

How Export Intelligence can help you

We can call on the advice of more than 200 commercial teams abroad, in British Embassies, Consulates and Trade Commissions, to help with your special export problems. We can tell you about Tariff and Import regulations and give details of contracts out for tender.

Our service is free, practical and confidential. (The facts in this advertisement are published with the full approval of the B.P.E.G.) Take the first step towards increasing your business overseas by ringing one of the numbers below.

New Export Handbooks

The Board of Trade has recently issued two new Export Handbooks—'*Services for British Exporters*' and '*ECGD Credit Insurance and Financial Support Services*'. Together they contain 164 pages of information that every exporter should have. To get as many free copies of these two Handbooks as you require for distribution to your export staff, write now to the Information Division, U.K. Publicity Section, Board of Trade, 1 Victoria Street, London, S.W.1.

Or call us at: **Belfast** (Ministry of Commerce) Belfast 28271 Telex 74578 · **Birmingham** MIDland 8221 Telex 33702 · **Bristol** 21071 Telex 44214 · **Cardiff** 65426 Telex 49267
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Quality and Reliability Year—progress to date

by Sir Nigel Poett, KCB, DSO, Director, British Productivity Council

More than 8,000 firms, representing some 40 per cent of the work force in manufacturing and process industries, are actively supporting the QRY campaign. An international conference on quality control is being held in London next week.

WHILE IT IS NOT possible at this interim stage – the Year has five months to go – to do more than indicate the progress that has been made, examination of early reports shows that many firms can point to savings of up to 20 per cent in scrap costs. A fuller assessment of QRY results will be made in November by five working parties drawn from the professional organizations, trade organizations, large consumers, companies and educational bodies.

The improvements shown so far are substantial and are evidence of effective involvement from boardroom to shop floor.

The campaign, organized by the British Productivity Council in association with the National Council for Quality and Reliability, is now entering its eighth month, yet almost daily firms are applying to BPC headquarters, regional offices and the 140 local productivity committees and associations for QRY information.

The Confederation of British Industry, the TUC, the Association of British Chambers of Commerce and the nationalized industries have all contributed to this momentum, but the essential requirement, as Lord Cooper of Stockton Heath, 1966 chairman of the BPC, emphasized in the *Board of Trade Journal* of September 16, is personal involvement.

'Attitude of mind,' he wrote, 'plays a major part in the successful application of QR; it must be the concern of *everybody* from the chairman of the board to the newest recruit.'

During the Year, many firms have re-examined their QR systems, introducing improvements sometimes with dramatic results.

For instance, the English Electric, Liverpool, works have reduced scrap and rework on certain parts for their electric motors by 65 per cent. Fabrication errors on distribution fuse boards have been cut by 39 per cent, and rejects on assembly line for fuses ordered by the Services, for which the standards are exceptionally high, by 52 per cent. Another Liverpool firm, Lily Cups and Containers (England) Ltd., has cut an already low wastage figure by 40 per cent.

Losses in waiting time, scrap and rework at Pitney-Bowes Ltd., Harlow, Essex, have been halved – a saving of £3,680 a year. Ruston-Bucyrus Ltd., Lincoln, have shown scrap and rework cost reductions varying from 7 to 73 per cent. The firm reports that the target savings figure of £35,000 'is likely to be smashed – with three months to spare'. At the campaign's half-way stage scrap and rework costs in the manufacturing division have been cut by 30 per cent, representing a saving of £24,500.

A 20 per cent rise in accounting and clerical efficiency at Stevensons (Dyers) Ltd., Ambergate, Derbyshire, will save £600 a year with a campaign outlay of £340.

Murex Ltd., Rainham, Essex, has increased dispatches by 8.3 per cent and reduced returns for re-inspection from 2.7 per cent to 0.8 per cent of deliveries.

A useful by-product of campaign activities is the great increase in ideas from the shop floor. 'A boom year for ideas', was the comment by the Sunderland glassware firm of James A. Jobling and Co. Ltd. In the first four months of its campaign, 84 awards worth £464 were made compared with 19 awards valued at £116 in the same period the previous year.

The European Organization for Quality Control annual conference in London on June 6, 7 and 8 gives British industry an opportunity to compare its QR methods with those of overseas firms. Experts from 26 countries, including the United States, Japan, Canada, India, South Africa, Malaysia, and almost every country in Western and Eastern Europe, will discuss practical aspects of QR.

Workers at Ruston and Hornsby engine works, Lincoln, check their progress on QR graphs. Scrap and rework was reduced by 10 per cent in three months as a result of a QRY campaign.

Nearly half the 800 delegates at the conference, which is being organized by the BPC with the support of the NCQR, will be from overseas, and will have an opportunity of hearing and seeing (at a special QR Year exhibition which opens at the Design Centre, Haymarket, on June 5) something of British achievement in this field, as well as contributing accounts of their own.

Among the 24 case studies at the conference are some impressive examples of how quality and reliability methods in the Mitsubishi Nagasaki shipyard are contributing to a reduction in ship construction time. In 1960, for instance, it took between 4 and 4.5 months to launch a 90,000 deadweight tons tanker, but in 1965, after a dry dock had been completed, a 120,000 deadweight tons vessel was launched in 1.5 months. The yard is aiming to reduce this figure to 1.2 months.

A French expert's paper questions the 'miraculous constancy' of the accepted average proportion of rejects in any manufacture of 'approximately 3 per cent'. This figure, the result of amicable

A Thomson newscaster in Piccadilly, London, highlights the message Quality and Reliability Year is testing time for Britain. You can help to make Britain Best. *The message is being displayed on newscasters in Manchester, Birmingham and Bristol. Thomson Newscasters Ltd. is giving this boost to QR Year in the national interest.*

'arrangements' between production and control, arises because of inadequate definition in budget management – rework, for instance, being charged against a variety of innocent-looking accounts. A detailed budget should eliminate these leakages so as to give the head of a business an accurate assessment of the cost of the quality, or absence of quality, of his products.

A pre-requisite for QR is market research. This is the subject of a Danish paper in which the author instances the speed of changes in the electronics field. New models, moulded to new requirements of customers, must be produced. While a flexible product is part of the answer, market research, on which the manufacturer bases his design, must be made one, two or even three years ahead of the date when he is ready to produce and sell.

But as Lord Cooper emphasized earlier, QR methods cannot be fully effective without involving people at all levels of a firm, or undertaking, and while the conference papers vary greatly in content and presentation, the majority of authors find themselves compelled to refer to *people* at some stage. Miss Ellen McCullough, national research officer of the Transport and General Workers' Union, is one who stresses the personal needs of all concerned, from management to the shop floor. The most important, she says, is a sense of *involvement*, of identity with their undertakings.

Overall, the conference will serve to stress the vital importance of QR as an aid to competitiveness and will underline, too, the need for a wider application of the methods which are being proved in Britain's most progressive firms. Certainly, the successes already evident show that the estimated £110 million (at least) a year which can be saved in scrap, rework and reject costs is based on realism. Moreover, a large part of this saving will be in imported raw materials.

QR gets right down to the customer. It helps everybody's pocket – again, from management to shop floor; this fact, and others, are getting across. But when the QR Year 'ends' in November, the campaign thus initiated will still go on in the factories. Everywhere, the 140 local productivity associations of the BPC, supplemented by the NCQR, will still be working to help them to maintain, even to increase, the momentum.

Export market research

A ONE-DAY CONFERENCE to discuss ways of fostering a greater use of market research by Britain's exporters was held at the Board of Trade in London on May 24.

The conference, jointly organized by the Board of Trade and the Market Research Society, was attended by representatives of Government departments concerned with exports and members of the Market Research Society representing a cross-section of British industry.

Opening the conference, Lord Brown, Minister of State, Board of Trade, with special responsibility for exports, stressed the importance which the Board of Trade attaches to the greater use of market research in Britain's exports markets.

Delegates discussed a number of possibilities for co-operative effort to foster greater awareness, understanding and use of market research by Britain's exporters.

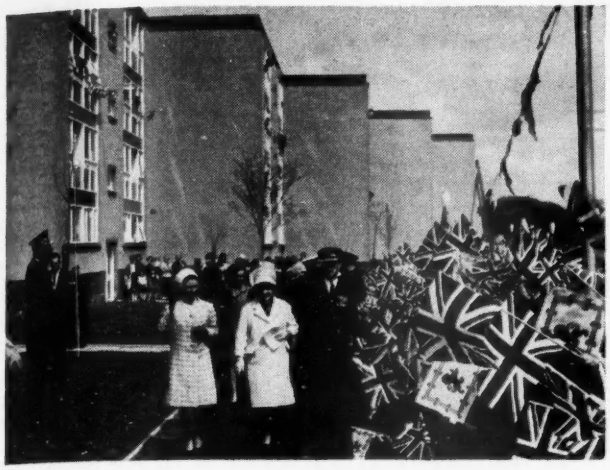
Members of the Market Research Society, drawing on their own experiences, outlined in a number of presentations, how market research properly conducted had materially benefited their firms' export performance.

Following further detailed consideration by the delegates of ideas put forward at the conference, a further meeting will be called to decide future action.

An article on 'Market Research' in the series 'Commercial Services for Exporters' has been prepared by Mr. G. F. Allen-Woolfe, chairman of the Market Research Society, and will be published shortly in the *Board of Trade Journal*.

Shopfloor employees of Crosland Filters Ltd., Nottingham, are seen here receiving their introduction to QRY through viewing the BPC film 'Right First Time'. The film has now been seen by all the firm's 150 *shopfloor and office employees.*

The first prizewinner in Smiths Industries Suggestion Scheme, Mrs. Ivy Campin, receives her cheque for £500 from Mr. C. St. C. Proctor, the firm's financial director. Mrs. Campin's suggestion considerably reduces inspection time for Smiths.



HRH Princess Margaret, accompanied by Lord Snowdon, in Cumbernauld on May 18, when she opened the first phase of Cumbernauld's unique multi-level Town Centre.

Princess Margaret sees Northern Ireland industrial growth

PRINCESS MARGARET and the Earl of Snowdon visited Carreras' cigarette factory at Carrickfergus, Co. Antrim, and the factory of Down Shoes Limited, a subsidiary of Lotus, at Banbridge, Co. Down, during their two-day tour of Northern Ireland.

The Carrickfergus factory started production in April last year and now employs nearly 1,000 men and women. Princess Margaret and Lord Snowdon were shown around by Viscount Brookeborough, former Prime Minister of Northern Ireland, who is chairman of Carreras of Northern Ireland Ltd. The factory is described by the company as 'the most advanced tobacco factory in the world in technology, layout and general working conditions.'

At the Banbridge factory of Down Shoes Ltd., Princess Margaret and Lord Snowdon heard from the Lotus chairman, Mr. James Bostock, that the productivity of the Northern Ireland works set a target for the other Lotus factories in Great Britain. In 20 years employment has increased from 10 to 900. The factory's fourth expansion, nearly completed, will raise employment to over 1,000 and output from 36,000 to over 40,000 pairs of shoes weekly.

FMC takes big Northern Ireland food factory

FMC LTD., claimed to be Britain's biggest meat trading complex, have announced that they are leasing Northern Ireland's large meat packing plant at Newry, Co. Armagh, from the Ministry of Commerce, and purchasing the machinery and equipment from the former tenants, Emdal Ltd., an Anglo-Danish company.

The factory and abattoir cover 100,000 sq. ft. and have a through-put capacity of about 75,000 cattle and 225,000 sheep a year. The Newry plant is one of the most modern and best equipped meat factories in Europe, incorporating adequate facilities for cutting, packing, processing and freezing meat and meat products. The plant is equipped up to the standards required for Common Market and North American business.

The Northern Ireland Minister of Commerce, Mr. Brian Faulkner, welcoming FMC's decision, said that it would be an important addition to Northern Ireland's food processing industry, now employing 20,000 people and with an annual gross output of about £120 million, representing the processing of meat, bacon, fish, milk, grain, fruit and vegetables, soft drinks and animal feeding stuffs.

Northern Ireland development for Reed Corrugated Cases Ltd.

REED CORRUGATED CASES LTD. is to carry out a major expansion and modernization programme at its Warrenpoint, Northern Ireland, factory. Reed Corrugated Cases is part of the Reed Paper Group. The first stage of the programme will cost over £500,000 and will include the installation of a new corrugating machine as well as other plant.

The Warrenpoint factory commenced production in 1948, employing 40 people, and has since expanded with the economic and industrial development of Northern Ireland, currently employing about 400 people. This latest development, the major part of which will be in operation by March 1968, will ultimately provide a further 100 jobs.

The Trade Marks (Amendment) Rules, 1967

NOTICE IS hereby given in pursuance of sub-section 3 of Section 40 of the Trade Marks Act, 1938, that the Board of Trade intend to make rules under that Act amending the existing rules by increasing by £2 from October 1, 1967, the fees payable on an application for the registration of a trade mark and on the renewal of a trade mark. Copies of the draft rules may be obtained from Sale Branch, Patent Office, Block C, Station Square House, St. Mary Cray, Orpington, Kent. Copies may also be obtained at the Sale Branch counter, Patent Office, 25 Southampton Buildings, Chancery Lane, London, W.C.2, and from HMSO at the usual addresses; price 8d. (by post 11d.).

Any person who desires to make representations for consideration before the rules are finally settled should do so on or before July 1, 1967. Representations should be addressed to the Comptroller General, Industrial Property and Copyright Department, Board of Trade, 25 Southampton Buildings, Chancery Lane, London, W.C.2.

Consideration of mergers by the Board of Trade

IN CARRYING OUT their responsibilities under the Monopolies and Mergers Act, 1965, the Board of Trade announce that on the information at present before them it is not their intention to refer the following two proposed mergers to the Monopolies Commission under the provisions of that Act:

(1) Consolidated Gold Fields Limited and Greenwoods (St. Ives) Ltd.
(2) English Electric Co. Ltd. and Combined Electrical Manufacturers Ltd.

Public purchasing and industrial efficiency

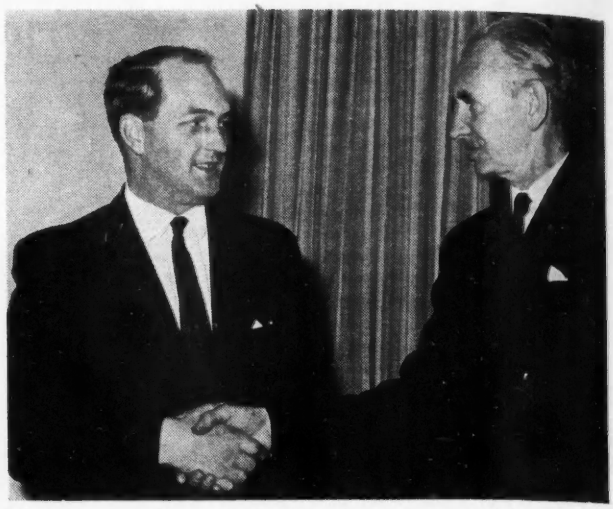
GOVERNMENT MEASURES to encourage industrial efficiency and increase exports through purchasing programmes are outlined in a White Paper published on May 25, 1967 (Cmnd. 3291, HMSO, price 1s.). As the White Paper states, the primary objective of Government purchasing is to buy what the Government wants at the right time and at the right price. But within this, there is much that can be done to encourage efficiency and competitiveness in British industry.

The White Paper explains that the Government already uses its influence as a purchaser in various ways, e.g. by encouraging contractors to use proved management techniques. It intends to continue and develop these measures, and purchasing departments will co-operate with the Industrial Reorganization Corporation and will follow up ideas emerging from the Little Neddies.

Investment grants: Birmingham office opened

FACILITIES ARE now available in Birmingham for people who would like an opportunity to discuss their investment grant claims with officials. Requests for interviews, which will be held at Somerset House, 37 Temple Street, Birmingham 2, should be addressed to: The Director, Board of Trade, Investment Grants Office, 24-26 Newport Road, Cardiff (Tel. Cardiff (STD 0222) 42611).

Lord Brown, Minister of State, Board of Trade, met Dr. Alejandro Osorio, Venezuelan Minister of Agriculture, when Dr. Osorio led an Economic Mission to Britain from Venezuela last week.



Mr. George Colley, the Minister for Industry and Commerce in the Irish Republic (left), is greeted by Mr. Douglas Jay, President of the Board of Trade, at the Board of Trade on May 22. Mr. Jay invited Mr. Colley to visit Britain as the guest of the Government so that he could meet British Ministers and visit some important British factories.

Minister of Technology speaks on British water research and training

'MORE THAN HALF of our production of pumps and other water plant and equipment are sold overseas', said Mr. Anthony Wedgwood Benn, Minister of Technology, addressing delegates to the international 'Water for Peace' Conference in Washington, DC on May 25. The Minister continued: 'and like some other countries we have an international construction industry well equipped and competent to handle the full range of development works'.

Speaking of the combination of the nuclear generation of electricity with the provision of fresh water, the Minister said: 'We are all long past the science fiction phase when atomic stations coupled with desalination plants were thought to be the complete answer to all our water problems. But everyone is watching the economics carefully and there is no doubt that with the rising cost of water from other sources, the falling cost of nuclear electricity generation especially with the fast breeder reactor on its way, and the established link between industrial growth and water consumption, nuclear desalination plants will soon emerge as a major factor in world water development.'

Meanwhile the British Government had directed and financed the Atomic Energy Authority in Britain in a massive programme with British firms of desalination research and development using both nuclear and non-nuclear power, and using the multi-flash process which was now widely used all over the world including the United States. The recent developments in electrodialysis which had now established it as the most economical commercially available process for desalting brackish waters was being incorporated in a pilot plant now operating in Britain to test new design features and investigate possible engineering improvements.

On a larger scale Britain could now offer plants with guaranteed performance up to six million US gallons a day and designs were available for plants of 12 million US gallons per day. The Atomic Energy Authority were also working on freeze desalination. Other desalination projects including package plants, micro-straining, and miniature evaporators, were also in hand. The range of possibilities even extended to the feasibility of building ship-borne desalination plants able to act as mobile water factories with a special relevance for island use.

Speaking of British water research and training facilities, Mr. Wedgwood Benn said: 'British universities offer courses in subjects like: hydrology, hydraulics, public health engineering, drainage, irrigation, hydro-power, river power, fluid and mechanics, climatology, meteorology, hydro-geology, and tidal theory. Seventeen universities provide post-graduate and research courses in related subjects.

'We have also developed an entirely new technique for industrial training under the Industrial Training Act of 1964. Industrial Training Boards have been set up in a large number of industries.

'A number of Government departments are concerned with water research, and five research stations operated by my own Ministry – the Ministry of Technology – are working on various aspects of water research. In the fields of scientific hydrology, meteorology, hydro-geology and environmental studies, we have the large new research councils administering through their component bodies research expenditures amounting to hundreds of millions of dollars annually.'

Monopolies Commission: appointment of a deputy chairman

THE BOARD OF TRADE announce that Sir Henry Hardman, KCB, has been appointed part-time deputy chairman of the Monopolies Commission. Sir Henry took up the appointment, which is for no fixed term, on June 1.

Notes:

The Monopolies Commission is required to investigate and report on certain matters at the request of the Board of Trade. The matters include monopolies, mergers and restrictive arrangements which are not subject to registration under the Restrictive Trade Practices Act, 1956. The Board are also empowered to ask the Commission for general reports.

The Monopolies and Mergers Act, 1965, gives the Board of Trade power to appoint up to three deputy chairmen, but this is the first such appointment. It will be a part-time appointment. With this appointment the Monopolies Commission has 23 members. Appointments are permitted up to a maximum of 25 members but this number may be increased by statutory instrument.

The passing of the Monopolies Act, 1965, and the subsequent strengthening of the Commission has enabled it to undertake more work at greater speed. Since the passing of the Act the Commission has produced seven monopoly reports and six merger reports and is at present investigating eight monopoly references, one merger reference and two requests for general reports.

Sir Henry Hardman is 61 years of age. He was educated at Manchester Central High School and Manchester University and from 1934-1945 was economics tutor at Leeds University. He entered the Government service in 1940 in the Ministry of Food and became deputy secretary of the Ministry of Agriculture, Fisheries and Food. He was subsequently Permanent Secretary of the Ministry of Aviation and Permanent Under Secretary in the Ministry of Defence from which latter post he retired in 1966. Sir Henry will continue his work as chairman of the Covent Garden Market Authority.

Selling mission to Yugoslavia

EXPORT EXECUTIVES from 16 Midland firms recently completed a week's visit to Yugoslavia as members of a selling mission organized by Birmingham Chamber of Commerce and Industry. They were drawn mainly from engineering companies, but also included representatives of consumer goods and service industries. Their visits were centred on Zagreb and Ljubljana. The Mission Leader, was Mr. G. F. Cole, vice-president of the Chamber and chairman of Alltransport Limited and R. & W. H. Symington (Holdings) Limited.

On return, Mr. Cole said: 'Every mission member sees very worthwhile prospects and the Yugoslavs are very receptive to British co-operation. The most important lesson is the need for a flexible approach to the market and British firms must be prepared to consider and discuss co-operation in the broadest sense. British companies who are not prepared to come and see for themselves risk losing out.'

Italian hospital buyers' mission

ITALY PLANS to spend £420 million on expanding her hospitals over the next 12 years, and to tap this market the British Hospitals Export Council is bringing a mission of 16 senior Italian hospital officials to London on June 4.

The mission, which is assisted by the British National Export Council, will stay for a week during which they will spend half a day at the Hospital Centre, near Marble Arch, and a day and a half at the International Hospital Equipment and Medical Exhibition, Olympia. Members of the mission will visit the Princess Alexandra Hospital at Harlow, Barnet General, South Middlesex, West Middlesex, Hillingdon, Great Ormond Street Sick Children's, Guy's and Westminster Hospitals. Showrooms and factories will be included in Central London, Barnet, Richmond, St. Albans and Crawley.

Hosiery and Knitwear Group's export record

CONGRATULATING the British Hosiery and Knitwear Export Group on having achieved a 50 per cent increase in exports – from £21.5 million five years ago to over £30.7 million in 1966 – Sir Alexander Glen, a member of BNEC and past chairman of the Export Council for Europe, said:

'Your export record shows what an impressive total can be built up from a vast range of small products. In its evidence of well-prepared marketing, excellent design and sound production – and I put them deliberately in that order – it shows what the efficient can achieve, an encouraging example in this curious country of Britain today with its contrast of performance both between industries and individual companies.'

NBPI report on bank charges

HM TREASURY announced on May 24 that the Government welcomes the Report of the National Board for Prices and Incomes on Bank Charges and is grateful to the Board for the time and study they have devoted to the matters referred to them. The Report provides valuable information not hitherto published on total profits (disclosed and undisclosed) of the London Clearing Banks and Scottish Banks and on costs and profit margins. It makes proposals of considerable importance for changing many of the existing practices of the banks in relation to the rates and charges, and other matters. These proposals will now be carefully studied by the Government who will take full account of the views of the interested institutions.

The Report also proposes that the Building Societies Association should cease to recommend deposit and lending rates for their members. The Government will await with interest the views of the Association on this proposal, and be ready to discuss it with them.

BTA announces campaign to promote holidays in Britain

THE BRITISH TRAVEL ASSOCIATION, Britain's official tourist organization, is to launch the first full scale national campaign to promote holiday taking within Britain by British people.

This was announced by Mr. L. J. Lickorish, the association's general manager, on May 24. He said: 'The main purpose of the campaign will be to give major support to the encouragement of holiday taking in Britain. The campaign is being undertaken with the full backing of the Government which has made funds available for the work. These funds, together with contributions by sections of the holiday and travel trade, are expected to total in the region of £300,000 and the campaign is being planned on the basis of that amount.' Mr. Lickorish said the campaign would be worked out with the full support and co-operation of Britain's national tourist boards and regional travel associations. He said the promotional work would be based on the association's own extensive research and that about two-thirds of the funds available would be devoted to advertising. This would be supported by the preparation of special holiday literature, the strengthening of information services and other activities carried out by the boards and resorts themselves.

Mr. J. P. W. Mallalieu, Minister of State, Board of Trade, met members of the Hotel Loans Advisory Committee last month to discuss their work. Picture shows: Mr. Mallalieu at desk, with, left to right, Professor F. Medlik, Sir Leonard Cooke, Sir William Slimmings, Mr. D. J. Davies, Mr. A. W. H. Hardie, Mr. C. R. Hinds Howell, Mr. E. C. Garner and Mr. N. K. Svendson.

Oil discharges at sea

THE BOARD OF TRADE have asked the Hydrographic Department of the Ministry of Defence to issue a Notice to Mariners warning masters and crews that it is an offence to discharge oil in a wide area of the seas surrounding the United Kingdom. A watch is being kept to see that the law is not broken and prompt action will be taken against offenders.

The text of the Notice to Mariners, dated May 27, is as follows:

'Since the stranding of the "Torrey Canyon" on March 18, there has been a sharp increase in the number of reports of ships seen to be discharging oil near the coasts of the United Kingdom. Most of the incidents have taken place in the Channel.

'The attention of masters and crew is drawn to the fact that the whole of the Channel and of the North Sea and a wide area of the Atlantic extending westwards to the 40 degree meridian and southwards to Cape Finisterre is a prohibited area in which the discharge of persistent oil, with certain limited exceptions, is an offence. It is also an offence to discharge any kind of oil in United Kingdom waters. The illegal discharge of oil is punishable by a fine of up to £1,000 in a magistrates' court. There is no limit to the fine which may be imposed if conviction is by indictment.

'The Board of Trade take a grave view of these offences and, if proof is obtained, they will not hesitate to prosecute the owner or master of the offending ship. If the offender is a foreign ship it will be reported to its government. Thirty-four governments have accepted the International Convention for the Prevention of Pollution of the Sea by Oil and have undertaken to prosecute offenders when there is sufficient evidence.

'Masters and crews are reminded that there are standing arrangements with the Services, civil airlines and shipping and fisheries organizations that captains of aircraft and masters of vessels will report ships seen to be discharging oil in the prohibited areas near the United Kingdom coasts. The R.A.F. may also divert an aircraft to photograph the offender. Regular patrols by Service aircraft are being maintained in these areas and the crews of these aircraft will keep a close lookout for any sign that the law is being broken.'

Traffic separation in the Dover Strait

TO INCREASE the safety of shipping in the Dover Strait and its approaches recommended traffic separation routes have been established.

It is recommended that through traffic should, as far as circumstances permit, use the new routes. The routes, which are not mandatory and do not give special rights of way to ships using them, come into force on June 1 of this year.

The recommendations in no way affect the application of the International Regulations for Preventing Collisions at Sea, 1960, which must be observed at all times. In particular the visual watch should be reinforced wherever practicable on ships proceeding in the Strait.

Details of the routes, which have the approval of the Inter-Governmental Maritime Consultative Organization, are contained in a recently issued Notice to Mariners (No. 760 (P) dated April 29, 1967).

New address for Scottish aviation units

THE BOARD OF TRADE Civil Aviation Department's Apollo Computer Unit and Air Traffic Control Evaluation Unit moved from Redbrae, Prestwick, Ayrshire, Scotland, to Atlantic House, Sherwood Road, Prestwick, on May 30 (Tel. 0292 79822 (Prestwick Airport)).

Preparing for the Concord

A SIMULATION to provide detailed evidence on the problems which air traffic control will have to face in integrating supersonic and subsonic aircraft is to be staged in the autumn by the Air Traffic Control Evaluation Unit of the Board of Trade at Bournemouth (Hurn) Airport. With the first supersonic transport aircraft, the Concord, scheduled to fly next February and to be in service in 1971, many new factors will have to be taken into account.

Studies of the air traffic control requirements of supersonic transport aircraft have been in progress for some time and the Evaluation Unit has already undertaken one real-time simulation of procedures specially designed for supersonic aircraft, the first to be completed outside the United States. The main equipment used was the Analogue Simulator which reproduced the Concord's performance at speeds of up to 1,500 knots and altitudes above 50,000 feet. These trials occupied three weeks and dealt with the problems of the Concord whilst subsonic, the transonic plans on climb or descend, the flight at supersonic speeds. Deliberate 'conflictions' between supersonic and conventional aircraft introduced and also an 'interference pattern' with military aircraft. The exercise was designed to simulate as nearly as possible the control environment planned for the London Air Traffic Control Centre, West Drayton, in 1972.

An analysis of the recordings made and the opinions of the controllers taking part will be included in the report which is expected to be completed in July. This will be used as a basis for the next simulation planned for the autumn.

The Import Duty Drawbacks (No. 5) Order 1967

THE TREASURY has made the Import Duty Drawbacks (No. 5) Order 1967.

This Order:

(i) increases the rate of drawback of import duty for vinyl chloride and vinylidene chloride products manufactured from imported copolymers of these materials; and

(ii) in respect of woven textile fabrics used in the manufacture of furniture,

(a) extends for an indefinite period the provisions for drawback of import duty, and

(b) revokes the existing fixed rate of drawback and provides for drawback to be related to the imported fabric actually used in the manufacture of the exported furniture.

The Order comes into operation today and has been published as Statutory Instruments 1967 No. 780.

Copies are obtainable direct from Her Majesty's Stationery Office.

Official Receivers' appointments

THE BOARD OF TRADE announce the following appointments: Mr. Norman Saddler has been appointed an Official Receiver in Bankruptcy attached to the High Court, and his appointment as Principal Inspector of Official Receivers attached to the Office of the Inspector General in Bankruptcy (London) has been revoked.

Mr. Robert Frank Howe has been appointed Principal Inspector of Official Receivers attached to the Office of the Inspector General in Bankruptcy (London) and his appointment as Principal Clerk in Bankruptcy attached to the Office of the Inspector General in Bankruptcy (London) has been revoked.

Mr. Christopher Albert Taylor has been appointed Principal Clerk in Bankruptcy attached to the Office of the Inspector General in Bankruptcy (London) and his appointment as an Official Receiver for the purposes of the Companies Act, 1948, and attached to the High Court has been revoked.

Mr. John Lewis Williams has been appointed an Official Receiver for the purpose of the Companies Act, 1948, and attached to the High Court and his appointment as an Official Receiver in Bankruptcy attached to the High Court has been revoked.

These appointments and revocations took effect on May 30.

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New Books

Report of the ECA Mission on Economic Co-operation in Central Africa. United Nations Economic Commission for Africa. (212 pages. 22s. 6d., by post 23s. 8d., from HMSO and Government bookshops.) In April and May 1965 a UNECA mission visited the Republic of Congo, Gabon, Chad, Cameroon, Central African Republic and the Democratic Republic of Congo. Their report is now published in this volume. The first part describes the economic situation in the region, and includes chapters on education, natural resources and transport. Part two, comprising the greater part of the volume, surveys the key sectors of the economy and assesses the possibilities for economic co-operation. There are chapters on energy, agriculture and industry – the latter extending over 94 pages. The report's brief concluding section looks at the future development of the region, and makes recommendations for action. Although it was not the mission's intention to produce, on the basis of short visits to six countries, a comprehensive economic survey, it will nonetheless be for the sake of the factual and statistical information included that this volume will be particularly useful outside Africa. Because they are dependent territories, Angola and Equatorial Guinea were not covered by the mission. A four page note on Equatorial Guinea (i.e. Fernando Po and Rio Muni) is however included as an annexe.

Planning the External Sector: Techniques, Problems and Policies. Report on the First Interregional Seminar on Development Planning. Ankara, Turkey, September 6-17, 1965. United Nations. (265 pages. 26s. 6d., by post 27s. 7d., from HMSO and Government bookshops.) The participants of this seminar included government officials responsible for actual planning work in developing countries, consultants to the United Nations Secretariat and representatives of several international organizations. It was designed primarily to act as a forum for the exchange of views and experience among development planners, and through this to arrive at meaningful conclusions useful to all involved in this kind of work. A large part of the time was therefore spent in seminars based on papers delivered by United Nations consultants. The papers and summaries of the discussions are both included in this volume. The problem of planning the external sector is one of the critical tasks facing the development planners today. Too often the balance of payments has imposed a severe constraint on economic growth and planners not only have to take this into account, but also do their utmost to lessen it. This was the principal theme reflected in the discussions which were divided into seven groups. The talks are supported by numerous tables and diagrams and some bibliographical references are listed.

New Proposals for the International Finance of Development, by N. T. Wang. (20 pages. Single copies free from the International Finance Section, Department of Economics, Princeton University, New Jersey, or price 2s. 6d. from The Economist Bookshop, Portugal Street, London, W.C.2, or Blackwells, Broad Street, Oxford.) This is no. 59 in the series *Essays in International Finance*. The flow of financial resources from industrialized to developing countries has not substantially increased during the present decade. Dr. Wang acknowledges that although such steps as universal disarmament would drastically alter the situation, it would be unrealistic to expect them. To prevent the impasse from becoming an international crisis new ideas are needed and the author considers several in his essay. He suggests that aid is likely to be easier to give and augment if it becomes a by-product of other economic measures in the donor country, and although finance through national planning and fiscal and monetary policies are not a substitute for direct aid or trade, they can significantly add to them. In the main body of the essay Dr. Wang explains how such schemes might operate and concludes that there is a case for the establishment of international bodies, complementing the United Nations Conference on Trade and Development but dealing not with trade but fiscal policies and national planning.

Price Formation in Various Economies, edited by D. C. Hague. (299 pages. Macmillan, 42s.). This volume records the proceedings of a conference held by the International Economic Association in Israel in March 1964. The conference was concerned with the pricing of goods and services, and the 14 papers printed here are grouped under three headings – pricing under capitalism (six papers), pricing under socialism (four papers), relations between pricing and investment decisions (four papers). Although the approach in some papers is theoretical and mathematical, the nature of the subjects covered should make much of the book's content of interest to others besides academic economists. In a 'keynote' address, D. C. Hague states the task of the contemporary theory of pricing in relation to the various roles of the price system. Pricing in publicly controlled industries in the United States is examined by J. S. McGee, and J. Johnston reviews studies of the price level under full employment in the United Kingdom. J. N. Wolfe deals with planning by forecast, and shows the role which a body charged with indicative planning can have in a private enterprise economy. The volume also includes a 48 page summary record of the discussions on each paper, and a detailed subject index.

British Transport Docks Board Background Information Paper. Third edition, April 1967. (30 pages. Available free from the Press Officer, British Transport Docks Board, Melbury House, Melbury Terrace, London, N.W.1.) The British Transport Docks Board which was formed under the 1962 Transport Act, is a publicly owned profit making authority responsible for 22 active ports in England, Scotland and Wales. This *Background Information Paper*, produced not as a book, but rather in the form of a press release, reviews its work over the past few years and summarizes projects planned up to the end of 1971. These are chiefly aimed at modernizing the ports which come under the Board's jurisdiction and include the special provision of ore terminals, oil berths, roll on/roll off berths and container berths at various ports as well as the routine development and reconstruction of existing facilities. The Board also operates its own research station where studies are made on problems associated with docks and their development. The review concludes with a page of facts about the Board and a short reading list for additional background information.

Selecting the Computer System, by Dimitris N. Chorafas. (336 pages. Gee & Co. (Publishers) Limited. 70s., by post 71s. 3d.) This is a book aimed at management and those executives involved in the choice of automatic data processing equipment. The basic philosophy underlying the whole approach of this book is that it is essential that the system to be operated be designed first, and that the selection of the data processing equipment takes place second. There are two important advantages to this approach. Firstly, the information needs of the organization will determine the choice of equipment and not vice versa: secondly, it allows the selection of the latest and most advanced equipment suitable for the project as soon as the requirements have been formulated. The volume is in three parts. Part one discusses the information needs of management; part two, the rational bases for computer choice; and part three, the computer manufacturer and the computer user, consisting mainly of case studies.

Modern Packaging Films, edited by S. H. Pinner. (249 pages. Butterworths. 55s.) Thin plastic films have gained rapid acceptance as a packaging material for such reasons as hygiene, visual appeal and low cost. The packaging industry in the United Kingdom is expanding rapidly and the use of polymer films in place of more traditional materials for packaging is increasing. This volume presents a useful survey of the evolution of plastic films, their production, properties and applications, and finally considers their economics and growth trends.

Six-language Vocabulary of Distillation Terms; English / Français / Español / Russkii / Deutsch. Prepared by the Working Party on Distillation of the European Federation of Chemical Engineering. Edited by Dr. A. J. V. Underwood. (62 pages. Institution of Chemical Engineers, 16 Belgrave Square, London S.W.1. 40s., by post 41s. 6d.) The European Federation of Chemical Engineering is an association of technical and scientific societies concerned with chemical engineering, chemical technology and process engineering. Its Working Party on Distillation has produced this vocabulary giving technical terms in distillation in a number of European languages, in the hope that it would facilitate discussions and exchanges of ideas. It is intended to be used as a pocket book for people concerned with the subject, either for normal daily use or when travelling to meetings or discussions in different countries. The vocabulary lists 307 terms used in distillation.

Air Survey in Economic Development, by Rolt Hammond. (246 pages. Muller. 45s.) Air survey is a highly specialized technique with a wide field of application. In this volume the author describes the scope, techniques, instruments, cameras, plotting equipment and aircraft, and gives practical examples of air survey. A high proportion of the text is devoted to a readable account of the technicalities of photogrammetry, and the examples of the successful application of the technique demonstrate how important this new form of mapping is, especially in developing countries where it is impossible to undertake economic planning without accurate maps.

Profitability and Productivity in the United Kingdom 1954-1964, by Robert Appleby. (79 pages plus loose insert of 12 statistical diagrams. British Institute of Management. 21s.) This publication contains the opening address to the BIM National Conference 1967, together with the statistical evidence upon which Mr. Appleby based his analysis. After discussing the use of profitability as a measure of the efficiency of business performance, the paper examines the actual profitability and productivity performance of the United Kingdom from 1954 to 1964 in the areas of gross domestic product, the public and private sectors, and companies, together with some Anglo-United States comparisons. Mr. Appleby finds that during the review period there was a decline in profitability and a lower value of output to investment. He examines the causes of this situation, and suggests what needs to be done to improve matters. The remainder of the publication consists of statistical tables derived from various published sources.

(*Continued at foot of next page*)

Britain and the Common Market: legal and constitutional implications

THE WHITE PAPER *Legal and Constitutional Implications of United Kingdom Membership of the European Communities* was brought out by the Lord Chancellor's Office on May 31. Copies are obtainable, price 1s. 9d. each, from HMSO and Government bookshops. (Copies by post from HMSO, PO Box 369, London, S.E.1, price 2s. 1d.)

Fees for testing weighing and measuring equipment

THE BOARD OF TRADE have made the Weights and Measures (Testing and Adjustment Fees) Regulations 1967.

These Regulations specify the fees to be charged by Local Authorities where prescribed weighing and measuring equipment is submitted to Inspectors of Weights and Measures for testing and stamping. They replace those set out in the Weights and Measures (Testing and Adjustment Fees) Regulations 1964.

Since the Regulations were last issued in 1964 the local authorities' costs have been rising substantially: by 1966 they already exceeded the receipts from the fees. Because of the prices and incomes policy an increase of the fees has now been deferred for more than 12 months, so that during this period the increased costs have fallen on local authority budgets. This, however, can no longer be justified. The new level of fees is designed to enable local authorities to recover the actual costs incurred in providing the testing and stamping service.

Copies of the Weights and Measures (Testing and Adjustment Fees) Regulations 1967, (S.I. 1967/788) can be obtained from HMSO, 49 High Holborn, London, W.C.1, and branches price 10d. (Copies by post from HMSO, PO Box 569, London,, S.E.1, price 1s. 1d.).

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Board of Trade Journal, *Room* 127, *Board of Trade,* 1 *Victoria Street, London, S.W.*1 (*Tel. Abbey* 7877, *Ext.* 2653/6) *and not to Her Majesty's Stationery Office.*

168,000 foreign visitors to Britain in March

OVER 168,000 foreign visitors came to Britain in March – 55,000 more than in the same month last year, reports the British Travel Association, Britain's official tourist organization.

The March arrivals brought the total number of foreign visitors to Britain in the first three months of this year to more than 348,000. This was a rise of nearly 84,000 (32 per cent) on the same quarter of record-breaking 1966.

Announcing these figures, the association said the exceptionally high increase in foreign visitors during the first three months was partly due to the fact that Easter fell in March this year. However, there was every indication that 1967 would be a record tourist year for Britain.

Visitors from European countries in March numbered nearly 121,000, which was an increase of nearly 43,000 on the same month last year. The March arrivals brought the total number of European visitors to Britain in the first three months of 1967 to 238,000 – a rise of 62,000 (35 per cent) on the period.

United States visitors in March totalled nearly 35,000, which was an increase of about 9,000 on the month. They brought total United States arrivals in the first quarter of this year to more than 78,000 – a rise of nearly 15,000 (23 per cent) on the period.

Final details of the numbers of arrivals from British Commonwealth countries during the first three months of this year are not yet available. It is estimated that these are also considerably higher than in the same period of 1966.

SUBSCRIPTION AND SALES

Readers are reminded that subscription and sales inquiries should be addressed to HMSO at any of the following addresses: 49 *High Holborn, London, W.C.*1*;* 423 *Oxford St., London, W.*1*;* 13*A Castle St., Edinburgh* 2*; Brazennose St., Manchester* 2*;* 35 *Smallbrook, Ringway, Birmingham* 5*;* 109 *St. Mary St., Cardiff;* 50 *Fairfax St., Bristol* 1*;* 7-11 *Linenhall St., Belfast* 1*; or through any bookseller.*

NEW BOOKS, *continued*

Aids to Exporters: British Commercial Officers Overseas. Economic Development are complementary to the service provided by Committee for Wool Textiles Occasional Paper No. 2, May 1967. (4 pages. Available free from the National Economic Development Office, Millbank Tower, 21-41 Millbank, London, S.W.1.) The purpose of this occasional paper is to draw the attention of the wool textile industry to the export services offered by overseas posts of the Diplomatic Service which the industry's own Export Group. The paper consists of a short statement and questions and answers about the Diplomatic Service. It contains a description of the role of the commercial officer; the sort of assistance he can provide to businessmen visiting foreign countries; advice to exporters and potential exporters on how to contact commercial officers, and how to derive most benefit from the services provided; and finally an indication of the assistance which overseas posts can give in publicizing British products. It also contains information on the recruitment and training of commercial officers and on the administration of the service. An extract from the *Board of Trade Journal* – **British Commercial Representatives Overseas** – is being distributed with the paper; this list, which is prepared by the Export Services Branch of the Board of Trade and published quarterly in the *Journal*, gives the names and addresses of officers in charge of commercial work at British embassies and consulates throughout the world, and the names and addresses of British trade correspondents overseas.

Other publications

ANNUAL BULLETIN OF TRANSPORT STATISTICS FOR EUROPE 1965. 16th year. Economic Commission for Europe. 130 pages. United Nations. 15s., by post 16s., from HMSO and Government bookshops.

MECHANICAL HANDLING ENGINEERS' ASSOCIATION – ACTIVITIES OF THE ASSOCIATION AND DIRECTORY OF MEMBERS 1967-1968. 50 pages. Available free from the Secretaries of the Association – Peat, Marwick, Mitchell & Co., Glen House, Stag Place, London, S.W.1.

MODERN LAW OF EMPLOYMENT, by G. H. L. Fridman. Second supplement (to December 31, 1966). 120 pages. Stevens & Sons. Price: supplement only 30s.; main work and supplement £10 10s.

WILLING'S PRESS GUIDE 1967. 93rd Annual Issue. A Comprehensive Index and Handbook of the Press of the United Kingdom of Great Britain, Northern Ireland and the Irish Republic; together with the principal British Commonwealth, Dominion, Colonial and Foreign Publications. 652 pages. James Willing Ltd., 3-4 Holborn Circus, London, E.C.1. 55s.

YEAR BOOK OF TIMBER STATISTICS 1966. 21 pages. The Timber Trades Federation of the United Kingdom, Clareville House, Whitwood Street, London, W.C.2. 8s. 6d.

CATALOGUES OF GOVERNMENT PUBLICATIONS

Her Majesty's Stationery Office offer their customers a comprehensive catalogue service which will enable them to judge whether any other titles in the vast output of Government Publications would help them in their work or leisure. Full information about this service can be obtained by sending a postcard to Publicity Section, Her Majesty's Stationery Office, Room D.74, Atlantic House, Holborn Viaduct, London, E.C.1, asking for the CATALOGUE SERVICE LEAFLET.

LETTERS OF APPRECIATION

The letters quoted below have been sent by United Kingdom businessmen to home or overseas officers expressing appreciation for their help. A list of British commercial representatives overseas was published on May 19.

INDIA

We would like to take the opportunity of expressing our most sincere thanks to you for the kind co-operation given to us over the past 18 months.

Imperial Typewriter Co. Ltd., Leicester.

SWEDEN

I must write now to tell you how very pleased I am at the manner in which our inquiry as to a Swedish agent has been handled by your department and your contacts in Sweden. We have written to all the names given us and have so far received six interested replies which, considering the time of year, is excellent. I feel confident that we will be able to find a very good agent entirely due to your good services.

Now we want more! A good agent to cover Canada, based on Toronto or Montreal, bearing in mind that we shall be showing our export range with the Clothing Export Council mission, which goes to Toronto on March 24. I understand that your contact in Montreal, the British Trade Centre there, does an excellent job, and I would be most grateful if you could push our inquiry through to them in the first instance, at the same time I would like to know whether or not they would be happy to see me and our collection in Montreal for hard selling purposes in the first week of April. I am prepared to spend quite a bit of money on making such an effort worthwhile if they think they can do the necessary 'setting-up' on my behalf.

Clarewood Ltd., London.

CANADA

As you know, all the original arrangements for our Canadian tour were worked out with the British Trade Commissioners in the provincial centres across Canada. The outcome of the work done by the Trade Commissioners was excellent, and we were all much impressed by the kindliness and efficiency with which they handled us during our stay in the various cities.

I will make no attempt to single out any particular city or to make comparisons between any of them. They all differed from each other in the manner in which they worked with us, and this, I think, is merely a reflection of the personality of the individual commissioner, or members of his staff, but as a first experience by John Brown Engineering of the service provided overseas we were greatly impressed.

Of course, I have to thank you for the great co-operation you have given us in these matters and which I hope we will develop for our Australian tour, and others.

Letter to the Board of Trade Office for Scotland, from John Brown Engineering (Clydebank) Ltd.

FRANCE

I am writing to advise you that I had a most successful visit to Paris. We visited the main agents of the various machine tool manufacturers of numerical controlled machines in the United States and England, and we do expect to do very good business with France.

The British Embassy was extremely helpful and provided an excellent interpreter, which helped us tremendously. I would ask you to convey our thanks to all concerned.

Bristol Erickson Limited.

BELGIUM

We would like to thank you for your kind introduction to ————————in Brussels, with whom we have successfully concluded negotiations for our agency in Belgium.

We should like to thank you most sincerely for your extensive efforts on our behalf which has, we believe, placed our agency into very good hands.

Meadway Manufacturing Co. Ltd., London.

Main guest, the British Ambassador Mr. J. Oliver Wright (left) at the showing of the John Thompson Film 'Power Group' in Copenhagen recently. The British Ambassador was welcomed by Mr. G. P. A. Thompson (right) and Mr. K. R. Yensen, of Viggo Petersen, who represent the John Thompson Group in Denmark. The sales marketing exercise in Copenhagen was supported by a sales and technical team representing the six divisions of the company, and the film 'Power Group' will shortly be shown in other European centres, Belgrade, Zagreb, Barcelona and Madrid.

BELGIUM

We thank you for your letter and for the wealth of descriptive literature enclosed therewith.

We are sincerely grateful for the trouble you have taken with your reply to our inquiry, and assure you that every piece of information you have supplied will be of infinite value to us.

Swish Products Ltd., Tamworth, Staffs.

UNITED STATES

May I now place on record the appreciation of myself and my company for the invaluable assistance which I received from your officers at Hillgate House and also the staff of the library.

I would also like to say that the assistance I received from the Embassy in Washington and the British Consulate in New York was really first-class, and I do feel that any British businessmen receiving such assistance in foreign countries cannot fail to be impressed by the enthusiasm and encouragement which one feels immediately on entering these offices. It is my considered opinion that they are doing a wonderful job on our behalf, and I am only too sorry to learn that their efforts do not seem to be fully appreciated by a number of British manufacturers. Once again my thanks for all the assistance I have received.

Letter to the Export Services Branch from Rathdown Industries Ltd., Ascot.

Thank you for your letter with enclosures.

The work you have done on my behalf is most impressive and is much appreciated. I only wish that the services you provide were utilized more often, as my experience over the past years has proved how valuable they are, both in the United Kingdom at source and abroad in the offices of HM commercial representatives.

Letter to the Board of Trade Office for Scotland, from Mitchell Goldie & Company Limited, Darvel.

SWITZERLAND

Further to my visit to Switzerland for which you very kindly made some arrangements, I would like you to know that this expedition was very successful, and with the help of the Consulate in Zurich, I was able to have some very sound discussions with potential customers.

Will you please convey my thanks to the staff concerned for their efforts.

Letter to the North Western Regional Office from James South Ltd., Burnley.

Thro' Nine Reigns—

W. Wingate & Johnston Ltd.

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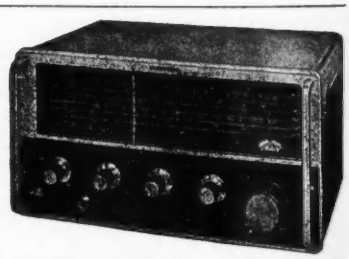

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Government surplus sales by auction

MINISTRY OF DEFENCE

1967	Stores	Location	Auctioneers
June 6 to 9 .	**Motor vehicles, road making and lifting equipment.**	**Ordnance Storage and Disposal Depot, Ruddington, Notts.**	**Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham. (Tel. Nottingham 54272.)**

360 saloons, limousines and estate cars including Rolls-Royce 'Silver Cloud' (automatic); Princess limousines; Humber 'New Hawk' saloons and touring limousines; Ford 'Anglia' 100E and 105E, 'Populars', Consuls Mk. II, 'Zephyrs'; Morris 'Minors', Mini Minors, Oxford Farinas; Hillman 'Huskys'; Land Rovers; coaches (5-36 seaters); heavy duty trucks; tractors and breakdown vehicles; AEC 'Matadors' and six-wheeled trucks fitted winches; Diamond 'T's; Scammel heavy duty tractors and breakdowns; Leyland 'Hippos'; hydraulic tippers by Albion 10-ton, 3-way, Bedford, Commer, Karrier and Thames Trader; AEC refuellers; low loading and other trailers (10 cwts.-18 tons); mobile tankers 180-2,500 gallons; and many other types of load carrying and dual-purpose vehicles; excavators by Ruston Bucyrus, mobile cranes by Coles, Morris, Ransome & Rapier and Smith (3½-20 tons); tractors; bulldozers and angledozers; fork lift trucks; grit spreaders; factory trucks; plant spares by Bray, Caterpillar, Coles, Fowler, Hyster, International, Michigan, NCK Onions and Ruston Bucyrus; Austin 'Champ' engines, gear boxes and axles; vehicle and trailer mounted fire fighting units; solo motor cycles.

June 13 .	**Commercial and private vehicles, miscellaneous stores.**	**Northern Ireland . . . . . .**	**Osborne King & Megran (Dept. L), 14 Montgomery Street, Belfast, 1. (Tel. Belfast 20233.)**

Morris 1-ton trucks; radio station trucks; Bedford 3-ton cargo and office trucks; Leyland 'Hippo' 10-ton cargo truck; half-track personnel carriers; 2-ton drop side trailers; Bedford, Scammell tractors and trailers; Bedford coaches (31- and 36-seaters); AEC 2,500 gallons refuellers; Fordson and Austin 3-ton trucks; low loader trailers; saloon and estate cars; 30 motor cycles; jacks; MT spares; tools and tool kits; sectional water tanks; No. 19 wireless stations; jerrycans; scrap canvas; rubber and jute; corrugated iron sheets; clothing and textiles including boots and shoes; kit bags; shirts; vests; berets; blouses; greatcoats; packs; shoulder straps; single and double blankets; coir and hair mattresses; carpets and a large assortment of other miscellaneous stores.

June 22 & 23	**Technical and industrial stores, electronic equipment, miscellaneous stores.**	**Western Command Ordnance Depot, Hereford**	**Russel, Baldwin & Bright (Dept. L), 20/21 King Street, Hereford. (Tel. Hereford 4366.)**

Fork lift trucks; industrial tractors; generators; charging sets; lathes and other machine tools; Johnson 22 hp outboard motors; fire and water pumps; lifting trucks and jacks; used tyres; air compressors; wireless, signal and motor vehicle spares; telephone sets and spares; aircraft spares; periscopes; gun sight telescopes; watches; compasses; binoculars; theodolites; tarpaulin sheets; BD blouses and trousers; white and coloured blankets; boots and other clothing; stacking chairs and other items of furniture; scrap canvas and webbing; mixed rags and a large assortment of other miscellaneous stores.

Catalogues of the above sales may be obtained from the relevant auctioneers 14 days prior to the date of sale, price 1s. 0d. (postal order only).

MINISTRY OF PUBLIC BUILDING AND WORKS

1967	Description of Goods	Location	Auctioneers
June 6 .	Office and miscellaneous furniture, engineering and electrical equipment, domestic canteen and other equipment, etc.	Ministry of Public Building and Works, Supplies Division Stores, India Pavilion, Exhibition Grounds, Wembley, Middlesex.	Clifford and Clifford Ltd., 28 Ealing Road, Wembley, Middlesex. (Tel. Wembley 3212/4.)

Catalogues: price 6d. Direct from auctioneer. View days: Day preceding and morning of sale.

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Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected components				Total	Selected components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1961 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1961	1958	1958	1958	1958	1958	series shown in £ million			
Value in base year, £m.	20,091	—	16,073	15,365	15,365	9,140	3,485	922	688	587	1,212				
1961	113	114	122	116	111	100	130	130	138	139	122	+326	+224	+36	+28
1962	114	115	127	123	114	100	129	119	134	143	125	+ 77	+ 22	+22	+14
1963	118	119	135	130	119	103	131	104	144	146	131	+216	+113	+29	+55
1964	125	128	145	139	123	106	154	118	170	185	150	+579	+354	+72	+47
1965	128	132	155	148	126	108	159	130	166	190	156	+340	+217	+19	+43
1966	130	133	162	156	128	109	161	131	162	184	167	+199	+112	+ 3	+ 6
1965															
3rd quarter	128	132	155	150	126	108	157	131	158	190	153	+108	+ 61	+21	+17
4th quarter	129	133	158	151	126	109	161	131	168	189	158	+ 80	+ 35	+13	+14
1966															
1st quarter	131	134	166	155	130	110	160	135	165	181	159	+ 73	+ 53	N/C	+19
2nd quarter	129	133	161	157	129	110	160	127	166	184	166	+ 58	— 11	−15	+26
3rd quarter	130	134	159	156	126	109	163	132	163	183	174	+ 91	+ 84	+20	−15
4th quarter	130	131	161	157	126	109	160	130	154	188	168	— 18	— 13	— 1	−24
1967															
1st quarter		132*				109									+14
1966															
October		132				108									
November		130				109									
December		132				109									
1967															
January		132*				109									
February		131*				109									
March		132*				110									

	ORDERS		PRICES AND COSTS				LABOUR						
	Engineering industries: orders on hand	Textiles and clothing industries: orders on hand†	Index of retail prices		Wholesale price index: non-food manufacturing industry:		Hourly wage rates: all industries and workers†	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	IMPORTS	EXPORTS	BALANCE OF PAYMENTS: current balance
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average		Quarter or quarterly average	at current prices		
	at 1958 prices												
Base of index	Dec. 1958	Apr. 1959	Jan. 17, 1956 (Derived series from January 1963)		1954	1954	Jan. 31, 1956	Series shown in thousands			1958	1958	series shown in £ million
Value in base year, £m.	..	..	—		—	—	—				3,834	3,250	
1961	122	104	114·5	+3·4	104·4	119·1	130·3	305	213	24,072	119	117	— 5
1962	117	100	119·3	+4·2	103·0	120·6	136·3	422	149	24,208	121	120	+101
1963	136	117	121·7	+2·0	104·5	121·4	141·3	500	144	24,267	130	130	+107
1964	162	124	125·7	+3·3	108·6	124·7	148·5	361	221	24,606	148	136	−393
1965	165	121	131·8	+4·9	110·6	129·5	157·9	309	265	24,837	150	145	−109
1966	153	104*	136·9	+3·9	114·5	133·0	168·4	325	255		158	155	— 61
1965													
3rd quarter	165	117	132·6	+4·8	110·5	129·9	159·9	321	265	24,837	153	147	— 37
4th quarter	165	121	133·5	+4·6	111·5	130·5	161·9	305	269	24,967	153	151	+ 7
1966													
1st quarter	164	122	134·4	+4·3	113·7	131·4	165·9	279	279	24,919	159	153	— 42
2nd quarter	161	127	137·0	+3·8	116·8	133·1	168·1	282	282	24,930	155	146	−104
3rd quarter	159	109	137·5	+3·7	114·6	133·8	169·8	322	253	24,953	161	157	— 50
4th quarter	153	104*	138·6	+3·8	113·0	133·5	169·8	417	206		147	164	+135
1967													
1st quarter	150*	104*	139·3	+3·6	112·0*	133·5*	171·4	458	188		164	166	
1966													
October	158	105*	137·9	+3·8	113·3	133·5	169·8	377	217		150	163	
November	155	107*	138·8	+4·0	113·3	133·5	169·8	424	201		137	169	
December	153	104*	139·0	+3·7	112·4	133·5	169·8	449	200		157	158	
1967													
January	153*	106*	139·2	+3·6	112·5	133·6	170·9	454	191		172	174	
February	151*	106*	139·4	+3·7	112·3	133·6	171·3	454	188		163	167	
March	150*	104*	139·4	+3·5	111·2*	133·4*	171·9	467	184		157	156	
April			140·4	+3·0	110·2*	133·3*	172·1	495	174		174*	163*	
May								505*	168*				

*Provisional. †Not seasonally adjusted.

Retail sales in Northern Ireland

STATISTICS PREPARED by the Ministry of Commerce show that the total value of retail sales in March was 1 per cent higher than the previous year, compared with increases of 2 per cent and 1 per cent in February and January respectively. In the first quarter as a whole, sales were 1 per cent higher than the corresponding period last year.

Sales by food shops showed an increase of 2 per cent on a year earlier, while clothing and footwear shops and household goods shops showed decreases of 9 per cent and 1 per cent respectively on a year earlier.

Index numbers of value of sales per week (1961 = 100) and percentage changes compared with a year earlier.

	All kinds of business		Food shops		Clothing and footwear shops		Household goods shops		Other shops	
		%		%		%		%		%
1964 Year	114	+ 6	117	+ 7	109	+ 3	112	+ 5	111	+ 8
1965 Year	121	+ 6	125	+ 6	116	+ 6	120	+ 6	119	+ 7
1966 Year	124	+ 2	130	+ 4	116	+ 1	115	— 3	125	+ 5
1966 2nd quarter	124	+ 7	131	+ 8	116	+ 4	113	— 2	123	+11
3rd quarter	119	— 1	124	+ 1	118	— 3	114	— 6	120	Nil
4th quarter	136	Nil	133	+ 2	131	— 8	124	— 7	148	+ 6
1967 1st quarter	118	+ 1	133	+ 3	92	—10	112	+ 2	114	+ 5
1966 March	119	+ 8	135	+ 9	107	+ 6	94	+ 2	111	+10
April	121	+12	130	+14	101	+ 2	108	Nil	126	+20
May	132	+ 7	137	+10	128	+ 1	123	— 4	129	+13
June	120	+ 2	127	+ 1	118	+ 8	109	— 1	113	Nil
July	115	— 1	118	Nil	103	— 1	114	— 5	121	— 1
August	122	Nil	125	+ 2	116	+ 1	112	—11	124	+ 1
September	120	— 2	130	+ 1	108	—10	117	— 1	115	Nil
October	122	+ 1	125	+ 2	112	— 5	115	— 6	125	+ 7
November	128	— 2	130	+ 2	130	—10	130	— 9	122	+ 2
December	158	Nil	146	+ 1	150	—10	126	— 5	198	+ 6
1967 January	113	+ 1	123	+ 2	88	— 7	122	+ 5	112	+ 2
February	120	+ 2	138	+ 5	88	—14	120	+ 1	112	+ 8
March	120	+ 1	137	+ 2	98	— 9	93	— 1	118	+ 6

Further details may be had on application to Ministry of Commerce, Index of Retail Sales, Room 311, 21 Linenhall Street, Belfast 2 (Tel. Belfast 34488, Ext. 213).

Overdrafts of the nationalized industries

HM TREASURY has announced that the total bank overdrafts of the nationalized industries at May 17, 1967, amounted to £48.4 million of which £41.3 million was from the Clearing Banks and £7.1 million from the Scottish Banks.

Northern Ireland index of industrial production

THE PROVISIONAL index of industrial production for Northern Ireland for March 1967, prepared by the Ministry of Commerce is 130 (1963=100). This is 3 points lower than for February 1967, but 5 points higher than for March 1966.

The index numbers for the main industrial groups with the increase or decrease on March 1966, shown in brackets, are: textiles 128 (−12 points); clothing 103 (−18); engineering and metals 141 (+12); food, drink and tobacco 101 (+1); timber and furniture 97 (−1); mineral products 126 (−1); other manufacturing industries 178 (+18); construction 138 (+18); gas, electricity and water 142 (+8).

Business Monitor: Production Series

THE FOLLOWING TITLES and issues of Business Monitor Production Series are now available and copies may be obtained by annual subscription from HMSO, PO Box 569, London, S.E.1.

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Rubber for February 1967.
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Engineers' Tools for October-December 1966.
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'Economic Trends' for May 1967

THE MAY ISSUE of *Economic Trends*, published on May 26 (HMSO, price 7s. 0d.) includes the regular article by HM Treasury on the Economic Situation. Also included are an article on 'International Comparisons of Costs and Prices', prepared by the Board of Trade, and an article on 'Short-Term Forecasting of United Kingdom Exports' by a Chief Statistician in the Board of Trade, describing the methods used and the factors taken into account and suggesting topics for research. In addition there is the usual quarterly table on net liabilities in sterling and non-sterling currencies.

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts, 1960 and 1964 during the week ended Friday, May 26, 1967.
Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
			BRITISH		
Look at Life Series 34: *Keeping Tabs on Space*	Br/E 32288	9	May 22	Rank Film Distributors Ltd.	Rank Film Distributors Ltd.
Once Upon a Sunday	Br/E 32289	17	May 22	Paramount Film Service Ltd.	Gerard Holdsworth Productions Ltd.
Stranger in the House	Br/E 32290	104	May 23	Rank Film Distributors Ltd.	De Grunwald Productions Ltd.
Danny the Dragon: *Ep. 1. The Invisible Space Bubble*	Br/E 32343	18	May 24	Children's Film Foundation Ltd.	Ansus Films Ltd., for Children's Film Foundation Ltd.
Ep. 2. Stranger from Dragonara	Br/E 32344	17	May 24	" "	" "
Ep. 3. Dannicaforilithermidor	Br/E 32345	18	May 24	" "	" "
Ep. 4. The Tent with Four Legs	Br/E 32346	16	May 24	" "	" "
Ep. 5. Dragon Hunt	Br/E 32347	17	May 24	" "	" "
Ep. 6. Danny Gets Jet-Propelled	Br/E 32348	16	May 24	" "	" "
Ep. 7. The Runaway Bubble	Br/E 32349	17	May 24	" "	" "
Ep. 8. Potter in Pursuit	Br/E 32350	17	May 24	" "	" "
Ep. 9. In Search of Zoomite	Br/E 32351	18	May 24	" "	" "
Ep. 10. Dragon Trap	Br/E 32352	19	May 24	" "	" "
The Trygon Factor	Br/E 32353	87	May 25	Rank Film Distributors Ltd.	Rialto Film Preben Philipsen Ltd.
The Sweet and the Bitter	Br/E 32355	89	May 26	Monarch Film Corp. Ltd.	Commonwealth Film Productions Ltd.
Movietone News 1980	Br/E 31904	7	May 26	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 1980A	Br/E 31905	9	May 26	" "	" "
Pathe News 67-41	Br/E 31970	7	May 26	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe News 67-42	Br/E 31971	8	May 26	" "	" "
			FOREIGN		
The Hills Run Red	F 32283	89	May 22	United Artists Corp. Ltd.	Dino de Laurentiis Cinematografica, S.p.A., Rome.
Alone on the Pacific	F 32284	104	May 22	Connoisseur Films Ltd.	Ishihara International Productions Inc., Tokyo.
The Moment of Truth (Momento Della Verita)	F 32285	107	May 22	" "	Federiz, Rome and A.S. Film, Madrid.
Chuka	F 32286	95	May 22	Paramount Film Service Ltd.	Paramount Pictures Corp.
The Sand Pebbles	F 32287	180	May 22	Twentieth Century-Fox Film Co. Ltd.	Argyle Solar Productions.
Mosby's Marauders	F 32354	80	May 26	Walt Disney Productions Ltd.	Walt Disney Productions.

Activity at aerodromes in the United Kingdom and the Channel Islands during December and the year 1966

THE NUMBER of passengers at United Kingdom aerodromes during 1966 exceeded 23 million, 13 per cent more than in 1965. This was slightly below the average rate of growth of 14 per cent over the previous five years. More than half the total United Kingdom passengers, 13.6 million, used airports in the London area. At Heathrow there were 12 million passengers, 12 per cent more than in 1965, and at Gatwick 1.6 million, 19 per cent more than in the previous year.

Passenger traffic increased in 1966 at nearly all United Kingdom aerodromes. More than one million passengers passed through Belfast (Aldergrove), 15 per cent more than in the previous year, making this the fifth airport in the United Kingdom to be used by more than one million passengers in a year. Other large increases were recorded at Portsmouth (105 per cent), at Luton (70 per cent), at East Midlands (Castle Donington) (66 per cent) and at Tees-side (Middleton) (42 per cent).

There were large increases in cargo traffic during 1966. At all United Kingdom airports the weight of cargo handled was 570,000 tons, 24 per cent more than in 1965. Business was particularly heavy in the middle of the year during and after the seamen's strike. More than half the increase in freight business in 1966 was at London area airports, 21 per cent more than in the previous year and rather more than the average rate of growth in the last five years. At other airports the increase last year was 26 per cent; in the five years the average annual increase has been 5 per cent.

Air transport landings and take-offs at United Kingdom airports in 1966 were 10 per cent more than in 1965; bigger than the increases in recent years which have averaged 5 per cent. In the London area, where there were 243,000 air transport movements, the increase over the previous year was 10 per cent also.

Detailed figures for December and the year 1966 are given in the following tables:

Summary of activity at aerodromes in the United Kingdom and the Channel Islands
Year 1966

	Aircraft Movements		Passengers Handled (1)			Freight (2) set down and picked up	Mail set down and picked up
	Total	Air Transport	Total	Terminal	Transit	Short Tons	
BoT and other United Kingdom aerodromes:							
1962 Year	800,309	449,261	14,441,457	13,793,411	648,046	378,928·9	32,237·1
1963 Year	817,601	457,742	16,170,463	15,506,152	664,311	396,880·9	33,891·6
1964 Year	884,211	480,191	18,324,628	17,649,174	675,454	439,920·7	35,887·4
1965 Year	956,572	507,515	20,642,236	19,918,240	723,996	460,985·9	38,027·8
1966 Year	1,093,258	556,236	23,356,260	22,581,575	774,685	570,110·1	44,454·4
London Area aerodromes:							
1962 Year	230,602	173,209	8,102,173	7,956,725	145,448	123,368·3	21,883·5
1963 Year	242,251	183,620	9,263,298	9,106,492	156,806	147,542·9	23,129·4
1964 Year	273,111	204,354	10,677,810	10,506,540	171,270	182,183·4	24,544·1
1965 Year	298,241	221,744	12,040,630	11,859,222	181,408	225,145·3	26,228·8
1966 Year	320,205	243,106	13,600,918	13,396,224	204,694	273,641·0	29,238·0
United Kingdom aerodromes Year 1966 – London Area:							
*London (Heathrow)	224,099	209,306	11,961,227	11,772,736	188,491	254,679·5	28,656·4
*London (Gatwick)	65,248	33,239	1,630,192	1,613,989	16,203	18,734·3	581·6
*Stansted	28,091	206	7,994	7,994	—	227·0	—
Westland Heliport, London	2,767	355	1,505	1,505	—	0·2	—
Other United Kingdom aerodromes:							
Aberdeen (Dyce)	16,858	3,628	100,878	89,042	11,836	433·2	128·1
*Belfast (Aldergrove)	28,911	25,071	1,008,024	994,675	13,349	29,075·9	4,273·4
Benbecula	2,235	1,240	32,026	15,894	16,132	138·4	38·0
*Birmingham	45,744	13,621	534,100	522,564	11,536	4,476·9	—
*Blackpool	43,126	7,854	187,014	185,450	1,564	2,511·7	—
*Bournemouth (Hurn)	26,895	2,473	50,232	47,345	2,887	2,328·5	—
*Bristol (Lulsgate)	27,563	9,670	187,586	136,068	51,518	4,428·9	—
Brough	3,802	189	2,598	2,598	—	2·7	—
*Cambridge	59,846	701	7,945	6,565	1,380	1,099·8	—
*Coventry	24,265	941	17,026	15,007	2,019	1,616·2	—
*East Midlands (Castle Donington)	18,557	4,973	129,745	129,383	362	1,944·1	—
*Edinburgh (Turnhouse)	50,257	10,383	542,488	531,150	11,338	2,038·6	1,368·6
*Glamorgan (Rhoose)	22,384	7,198	154,836	139,361	15,475	484·5	—
*Glasgow (Abbotsinch)	37,253	30,907	1,424,613	1,406,879	17,734	12,161·8	2,422·7
Hawarden	6,523	3,400	39,312	20,338	18,974	223·9	—
Inverness (Dalcross)	2,720	1,725	55,913	41,641	14,272	267·3	11·6
Islay (Port Ellen)	1,160	965	19,691	19,628	63	153·5	55·2
*Isle of Man (Ronaldsway) (3)	16,147	13,596	426,797	407,116	19,681	4,742·5	291·9
Kirkwall	2,787	2,502	56,795	53,956	2,839	560·3	178·1
*Leeds/Bradford	42,010	10,215	285,752	271,550	14,202	1,883·9	—
*Liverpool	34,715	19,655	479,806	450,844	28,962	18,387·8	1,190·4
*Luton	41,120	6,033	362,585	357,109	5,476	794·1	1·2
*Lydd	23,523	22,962	169,460	169,460	—	76,978·0	—
*Manchester	49,875	35,463	1,463,946	1,398,100	65,846	33,043·2	4,493·5
*Newcastle (Woolsington)	17,116	7,234	273,216	267,886	5,330	2,027·0	0·5
Penzance Heliport	3,123	2,912	55,011	55,011	—	54·7	3·8
*Portsmouth	9,195	2,376	62,596	62,596	—	46·2	—
*Prestwick	24,479	12,872	502,819	311,765	191,054	10,232·0	295·6
Scilly Isles (St. Mary's)	3,448	3,000	55,311	55,291	20	55·7	3·8
*Southampton	16,403	11,733	268,279	263,728	4,551	13,906·5	97·0
*Southend	35,553	29,076	594,681	594,681	—	69,032·0	—
Stornoway	2,110	1,113	38,670	36,167	2,503	314·2	85·4
Sumburgh	1,231	941	23,856	23,765	91	256·5	165·2
Swansea	4,643	161	1,165	1,162	3	1·4	—
Tees-side (Middleton)	23,444	2,706	82,988	73,124	9,864	687·0	—
Tiree	1,248	1,181	6,686	4,403	2,283	13·7	5·0
Wick	2,784	2,460	50,896	24,049	26,847	66·5	107·4
Channel Islands aerodromes (4):							
1966	..	49,808	1,568,682	1,459,942	108,740	21,774·9	..
1965	..	52,573	1,400,406	1,292,975	107,431	17,779·7	..
Alderney	..	3,040	30,381	30,373	8	94·9	..
Guernsey	..	15,583	431,337	379,180	52,157	7,529·2	..
Jersey	..	31,185	1,106,964	1,050,389	56,575	14,150·8	..

NOTES:
(1) Revenue and non-revenue passengers on air transport movements only. Each passenger in transit through a reporting aerodrome is counted once only.
(2) Commercial freight set down and picked up on air transport movements only.
(3) Isle of Man (Ronaldsway) figures include diversions to Jurby.
(4) Channel Islands figures are included by courtesy of the C.I. Airports authorities.
* = U.K. Customs Airports. .. = Not available. — = Nil or negligible.

Summary of activity at aerodromes in the United Kingdom and the Channel Islands

Month: December 1966

	Aircraft Movements		Passengers Handled (1)			Freight (2) set down and picked up	Mail set down and picked up
	Total	Air Transport	Total	Terminal	Transit	Short Tons	
B.O.T. and other United Kingdom aerodromes:							
1965 1st quarter	186,324	87,883	3,108,232	2,978,734	129,498	92,749·2	9,046·2
2nd quarter	266,506	139,616	5,736,305	5,547,637	188,668	120,687·5	9,009·2
3rd quarter	312,970	180,528	8,097,617	7,836,613	261,004	135,732·5	8,884·8
4th quarter	190,772	99,488	3,700,082	3,555,256	144,826	111,816·7	11,087·6
1966 1st quarter	198,230	93,523	3,446,365	3,321,640	124,725	108,367·7	9,859·3
2nd quarter	312,233	158,974	6,615,330	6,397,126	218,204	172,860·8	12,550·9
3rd quarter	352,415	194,074	9,176,317	8,897,135	279,182	166,079·8	10,149·9
4th quarter	230,380	109,665	4,118,248	3,965,674	152,574	122,801·8	11,894·3
1965 December	55,654	31,739	1,114,025	1,068,763	45,262	36,015·0	4,590·9
1966 December	65,854	33,504	1,260,082	1,212,277	47,805	39,261·0	4,805·1
London area aerodromes:							
1965 1st quarter	62,215	41,873	1,910,432	1,876,097	34,335	51,777·5	6,121·6
2nd quarter	81,564	58,992	3,314,514	3,266,456	48,058	53,653·4	6,127·6
3rd quarter	91,695	73,928	4,511,672	4,451,421	60,251	56,458·6	6,113·4
4th quarter	62,767	46,951	2,304,012	2,265,248	38,764	63,255·8	7,866·2
1966 1st quarter	62,387	44,740	2,133,102	2,098,631	34,471	61,622·2	6,736·1
2nd quarter	88,025	66,099	3,749,736	3,688,377	61,359	73,732·5	6,928·4
3rd quarter	101,625	80,221	5,145,042	5,078,119	66,923	69,483·1	7,048·4
4th quarter	68,168	52,046	2,573,038	2,531,097	41,941	68,803·2	8,525·1
1965 December	19,571	14,977	694,484	679,832	14,652	21,074·7	3,398·1
1966 December	21,179	16,299	791,338	776,686	14,652	22,941·8	3,657·7
United Kingdom aerodromes, December 1966							
London Area:							
*London (Heathrow)	15,598	14,656	722,185	707,579	14,606	21,786·9	3,593·6
*London (Gatwick)	3,593	1,612	68,012	67,966	46	1,133·8	64·1
*Stansted	1,735	29	1,131	1,131	—	16·1	—
Westland Heliport London	253	2	10	10	—	—	—
Other United Kingdom aerodromes:							
Aberdeen (Dyce)	1,210	264	7,337	6,411	926	41·4	16·5
*Belfast (Aldergrove)	1,875	1,721	66,947	66,676	271	1,796·8	292·2
Benbecula	114	92	2,054	964	1,090	11·1	4·4
*Birmingham	2,828	823	27,334	26,917	417	330·7	—
*Blackpool	2,389	253	3,677	3,497	180	43·7	—
*Bournemouth (Hurn)	1,100	38	223	185	38	12·5	—
*Bristol (Lulsgate)	1,582	473	6,827	5,107	1,720	103·4	—
Brough	858	58	715	715	—	1·5	—
*Cambridge	1,757	39	212	212	—	91·5	—
*Coventry	1,255	21	154	154	—	35·6	—
*East Midlands (Castle Donington)	1,001	307	4,499	4,499	—	131·7	—
*Edinburgh (Turnhouse)	3,084	708	36,220	35,250	970	176·8	108·0
*Glamorgan (Rhoose)	1,545	383	5,270	4,060	1,210	21·5	—
*Glasgow (Abbotsinch)	2,577	2,199	90,994	90,188	806	1,047·1	187·7
Hawarden	412	246	2,437	1,077	1,360	19·5	—
Inverness (Dalcross)	181	146	4,192	3,026	1,166	21·1	—
Islay (Port Ellen)	72	65	1,147	1,145	2	8·1	5·0
*Isle of Man (Ronaldsway) (3)	558	477	11,491	9,913	1,578	303·9	27·0
Kirkwall	196	176	4,365	4,244	121	44·9	19·7
*Leeds/Bradford	2,321	512	11,177	10,233	944	161·3	—
*Liverpool	2,324	1,209	28,302	26,049	2,253	1,305·9	86·6
*Luton	2,190	203	4,488	4,200	288	97·1	0·5
*Lydd	946	932	7,136	7,136	—	2,706·0	—
*Manchester	2,831	2,147	66,959	63,501	3,458	2,600·4	310·0
*Newcastle (Woolsington)	1,212	378	12,421	12,146	275	166·9	—
Penzance Heliport	134	92	1,219	1,219	—	4·7	2·2
*Portsmouth	312	—	—	—	—	—	—
*Prestwick	1,194	716	23,115	12,431	10,684	1,043·0	47·1
Scilly Isles (St. Mary's)	100	92	1,219	1,219	—	4·7	2·2
*Southampton	773	597	11,698	11,154	544	343·5	—
*Southend	1,599	1,287	13,793	13,793	—	3,566·0	—
Stornoway	150	88	2,678	2,489	189	18·5	8·7
Sumburgh	66	56	1,323	1,305	18	25·8	20·8
Swansea	1,546	42	258	258	—	0·3	—
Tees-side (Middleton)	2,113	115	2,279	2,164	115	24·8	—
Tiree	50	48	239	163	76	0·5	0·7
Wick	220	202	4,392	1,891	2,501	7·0	8·1
Channel Islands aerodromes (4)							
1966	..	1,988	44,145	39,404	4,741	1,158·4	..
1965	..	2,175	39,387	34,580	4,807	1,205·3	..
Alderney	..	134	1,011	1,006	5	7·8	..
Guernsey	..	759	13,458	10,626	2,832	392·9	..
Jersey	..	1,095	29,676	27,772	1,904	757·7	..

NOTES:
(1) Revenue and non-revenue passengers on air transport movements only. Each passenger in transit through a reporting aerodrome is counted once only.
(2) Commercial freight set down and picked up on air transport movements only.
(3) Isle of Man (Ronaldsway) figures include diversions to Jurby.
(4) Channel Islands figures are included by courtesy of the C.I. Airports authorities.
* =K. U. Customs Airports. .. = Not available. — = Nil or negligible.

PHOTOGRAPHS FOR THE JOURNAL

The Editor will be glad to consider prints of industrial photographs suitable for publication in the Board of Trade Journal.
Black and white prints. *These should be 'action' photographs showing UK goods being inspected by overseas buyers or in process of being packed or shipped for export or being unloaded, installed or in use at the overseas destination. Photographs of UK businessmen in discussion with overseas buyers and of visitors at exhibition stands overseas are also acceptable.*
Colour photographs: *Four-colour illustrations with an export angle and for which blocks are available will be considered for use as coloured cover illustrations.*

Midland Bank Service at the

POZNAN INTERNATIONAL FAIR

June 11-25, 1967

The Midland Bank's specialised service for overseas traders will be available in Poznan throughout the period of the Fair.

Any help or advice required during this time in connection with international trade will gladly be given by our representative, Mr. P. F. Cryer, a member of the Central Management of our Overseas Branch in London. He will be visiting the Fair each day, or can be reached at the Hotel Lech, Armii Czerwonej 74, Poznan, (Telephone 58231).

If you expect to be at the Fair and need our assistance BEFORE you travel, you are invited to get in touch with Mr. Cryer in advance, either at Overseas Branch, 60 Gracechurch Street, E.C.3. (Tel. 01-606 9944) or through any one of our 2,650 branches in England and Wales.

Midland Bank

EXPERT AID FOR EXPORT TRADE

Exhibitions and Fairs

The Hon. S. O. Ayodo, Kenya Minister for Tourism and Wildlife, looks at British silverware during a tour of the British Hotel and Catering Equipment Exhibition held in Nairobi from May 8 to 12.

A preview of three identical mobile exhibition sets, produced for the Coastguard Service by the Information Division of the Board of Trade and the Central Office of Information, was held at the Board of Trade on May 19. The sets have been prepared to meet numerous requests for portable display material depicting the varied activities of HM Coastguard, especially its role in co-ordinating such rescue services as the Royal Air Force, Royal Navy and the Royal National Lifeboat Institution. Each set consists of panels mounted on a light, flexible framework which can be assembled quickly and easily. The text and photographs will be seen on Stand 123 at the World Fishing Exhibition, being held at Olympia from June 1 to 7. Picture shows (right) Cmdr. P. J. H. Bartlett and Lieut.-Cmdr. J. A. Douglas, respectively chief inspector and deputy chief inspector, HM Coastguard, at the preview.

Three West German towns to hold British Shopping Weeks

THE BOARD OF TRADE is providing display material and other assistance for three British Shopping Weeks which will be held at Hameln and Amberg (June 18-25) and Bad Godesberg (July 1-8).

All three promotions have been organized by local committees with the support of the British Embassy at Bonn and the UK Consulates General at Hanover and Munich. As well as providing substantial quantities of display material the Board of Trade has helped with arrangements for several of the supporting features, including the provision of British military bands and German-speaking British police.

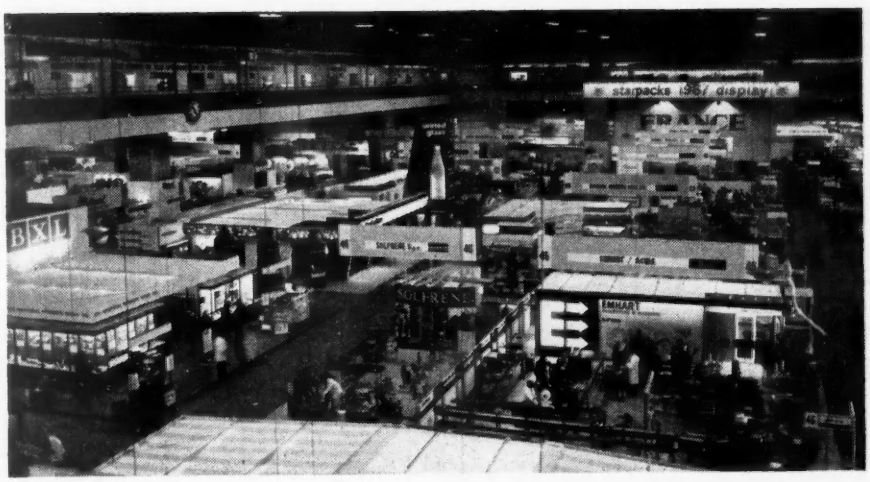
Some 200 shops in the 'Pied Piper' town of Hameln, selling a wide range of consumer goods, will make a special feature of British products. This promotion has come about as a result of the successful 'British Shopping Week' at Osnabruck last May. A penicillin exhibit, and displays of motor cars, agricultural machinery, and model railways will be among its supporting events.

Nearly as many shops (particularly those specializing in luxury goods) are participating at Bad Godesberg – a residential suburb of Bonn which has 'twinning' association with Maidenhead in Berks. A Northern Ireland display will be a feature of this Shopping Week. Although the commercial promotion at Amberg will be on a smaller scale, special displays of British goods will open in two leading departmental stores a week before the main event begins.

Notes:

(1) British 'Shopping Weeks' are 'Self-generated'. They are not organized by the Board of Trade but by the towns concerned themselves.

INTERNATIONAL PACKAGING EXHIBITION



A general view of the 1967 International Packaging Exhibition, at Earls Court, London. Nearly 30 per cent of the 430 exhibitors are from overseas. The exhibition highlights the latest ideas in packaging from all over the world.

Big overseas interest in British electronic show

A JAPANESE CONTRACT for 600 million resistors worth £5 million and won by Morganite Resistors Ltd. was one of the most notable of the export orders negotiated at the Radio and Electronic Component Show at Olympia. The organizers report an exceptionally high attendance from overseas buyers, many coming from Eastern Europe. They attribute this to the outstanding technical advances made in British research departments since the last exhibition in 1965, particularly in the field of microelectronics.

The show, with more than 300 companies exhibiting, was the biggest yet. Final figures showed that 59,247 visitors had either placed orders or initiated deals worth at least £25 million at the end of the show. Attendance figures were up by 10 per cent, including 2,482 buyers from 60 countries.

The Radio and Electronic Component Show, which is entirely British, was held at Olympia from May 23 to 26. It was sponsored by the Radio and Electronic Component Manufacturers Federation and organized by Industrial Exhibitions Ltd.

Changes in the Programme of Overseas Trade Promotions and in the classified lists of Trade Fairs and Exhibitions throughout the world (Published on March 3, 1967)

The next full supplement will be published on July 7.

OVERSEAS FAIRS, BRITISH WEEKS AND STORE PROMOTIONS TAKING PLACE WITH BOARD OF TRADE ASSISTANCE—SECTION I.

Further details about an event may be obtained from the officer named. (Tel. 01-222 7877 except where otherwise shown). Inquiries for details of the Joint Venture Scheme under which the Board of Trade co-operates with trade associations, and any general inquiries in connection with Section I (Miss J. H. Quested, Ext. 3069).

WESTERN EUROPE—1967

AMENDMENTS:

Bad Godesberg: MINOR BRITISH WEEK – July 1-8, 1967.
Over 150 shops have expressed an interest to participate in this self-generated Week. The Board of Trade is supplying substantial quantities of display material and assisting in a variety of ways. Included in the programme of supporting events will be the participation of two British military bands and the visit of two British policemen from Berkshire.
Many of the Diplomatic Corps of the Federal Republic live in this large residential suburb of Bonn, and manufacturers wishing to take advantage of the favourable conditions that will exist for British goods should contact Mr. J. A. Hardman, British Embassy, 77 Friedrich-Allee, Bonn 53.
(G. F. Snell, Tate Gallery 1288, Ext. 7249).

Parsi: AU PRINTEMPS MAJOR STORE PROMOTION – September 5-29, 1967.
Au Printemps, one of the leading departmental store chains in France, is staging a massive promotion of British goods, not only in the main store in Paris, but also in some 40 of its provincial branches. There is no doubt that it will be the biggest store promotion of British goods in Europe this year. All types of consumer merchandise are being sought, and United Kingdom firms willing to offer their products should contact Le Directeur Commercial, SAPAC, 102 Rue de Provence, Paris 9e. The store is particularly seeking goods which are obviously British or can be offered to them on an exclusive basis.
The Board of Trade is fully supporting this promotion and will be assisting in a number of ways in addition to supplying very considerable quantities of display material. Supporting features are likely to include three policemen, three pipers, a couple of London taxis and a replica of Picadilly Circus.
(G. F. Snell, Tate Gallery 1288, Ext. 7249).

ADDITIONS:

Brussels: INTERNATIONAL HEATING, VENTILATING AND AIR CONDITIONING EXHIBITION – September 16-24, 1967.
A joint venture with the Building Materials Export Group (8 firms). Firms interested in participation should contact the Export Group.
(Mr. T. E. Kerfoot, Ext. 3071).

Bergen: KLOVERHUSET STORE PROMOTION – October 6-14, 1967.
Kloverhuset is the leading clothing store in the city selling in the high and medium price range and specializing in men's and women's ready-to-wear clothes. It also sells accessories, children's wear and piece-goods. The promotion will be based on young fashions and will be supported by window and store displays, models and possibly visits by personalities.
(Mr. A. E. H. Sammons, Tate Gallery 1288, Ext. 7251).

Sundt: STORE PROMOTION – October 6-14, 1967.
Sundt & Co. is the principal department store in Bergen and are interested in most classes of merchandise stocked by such stores.
They sell mainly in the medium price range and their promotion will be directed towards modern styles and designs.
(Mr. A. E. H. Sammons, Tate Gallery 1288, Ext. 7251).

Lord Brown, Minister of State, Board of Trade, talks to two 'Union Jills' on the Henley stand at the Hanover Trade Fair, April 29 to May 7. The Union Jills are a team of tri-lingual demonstrators formed to help promote British exports.

Dijon: INTERNATIONAL EXHIBITION OF FOOD, WINES AND GASTRONOMY – November 4-12, 1967.
Trade information stand manned by the Scotch Whisky Association.
(Mr. A. G. Pearson, Ext. 3071).

ADDITIONS – 1968

Utrecht: INTERNATIONAL SPRING FAIR – March 1968.
A joint venture with the Federation of British Hand Tool Manufacturers (6 firms). Firms interested in participation should contact the Federation.
(Mr. T. E. Kerfoot, Ext. 3071).

Geneva: INTERNATIONAL MOTOR EXHIBITION – March 1968.
A possible joint venture with the Society of Motor Manufacturers and Traders. Firms interested should contact the Society.
(Miss F. King, Ext. 2782).

Lyons: INTERNATIONAL TRADE FAIR – March 23-April 1, 1968.
Joint ventures with:
(1) The Business Equipment Trade Association.
(2) The Sheffield Industries Exhibitions Centre.
(3) The London Chamber of Commerce and possible joint ventures with the Electric Light Fittings Association, the British Electrical and Allied Manufacturers' Association, the Hardware Manufacturers' Association, and other appropriate trade associations. Firms interested in participation should contact their association.
(Mr. A. G. Pearson, Ext. 3071).

Stockholm: DATA '68 INTERNATIONAL DATA PROCESSING EXHIBITION – April 22-28, 1968.
The Board of Trade are considering joint ventures with the appropriate trade associations. Firms interested in participation should contact their associations.
(Mrs. I. M. Janzen, Ext. 2489).

Madrid: INTERNATIONAL AGRICULTURAL EXHIBITION (FERIA DEL CAMPO) – May 21-June 21, 1968.
Possible joint venture with the British Agricultural Export Council. Firms interested in participation should contact the Council.
(Mrs. I. M. Janzen, Ext. 2489).

EASTERN EUROPE—1967

ADDITION:

Prague: INTERNATIONAL EXPOSITION OF ELEMENTS AND SYSTEMS FOR PRODUCTION PREPARATION AND OPERATIVE CONTROL (INRECOS '67) – June 6-16, 1967.
A joint venture with the London Chamber of Commerce.
(Mr. J. Gallacher, Ext. 3558).

USA—1967

DELETE:

Chicago: 23RD ANNUAL NATIONAL ELECTRONICS CONFERENCE AND EXHIBITION – October 23-25, 1967.

Cleveland: THE 49TH NATIONAL METAL EXPOSITION AND CONGRESS – October 16-19, 1967.

AMENDMENTS:

Chicago: ANNUAL MEETING OF THE AMERICAN HOSPITAL ASSOCIATION – August 21-25, 1967.
This entry should be amended to read:
A joint venture with the Surgical Instrument Equipment and Appliances Export Group. Firms interested in participation should contact the group.
(Mr. A. F. Fenton, Ext. 2786).

New York: NATIONAL FANCY FOOD AND CONFECTION SHOW – August 26-29, 1967.
This entry should be amended to read:
A joint venture with the British Food Export Council.
(Mr. A. F. Fenton, Ext. 2786).

St. Louis: FAMOUS BARR STORE PROMOTION – September 11-23, 1967.
This store is planning a major promotion of consumer goods from Britain and the British Commonwealth. The majority of goods will be purchased from Britain.
The London Buying House representing this store is R. H. Macy & Co. Inc., 52 Conduit Street, London, W.1 (Tel. Regent 4583).
(Mr. R. A. Hillier, Tate Gallery 1288, Ext. 7240).

New York: NATIONAL HARDWARE SHOW – October 9-12, 1967.
This entry should be amended to read:
Joint ventures with:
(1) The Federation of British Horticultural Exporters Ltd.
(2) The Hardware Manufacturers' Association.
(Mr. A. F. Fenton, Ext. 2786).

ADDITIONS:

New York: NATIONAL TRADE SHOW OF THE PET INDUSTRY – September 8-10, 1967.
A possible joint venture with the British Pet Trade Fair Founders' Club.
(Mr. A. F. Fenton, Ext. 2786).

Chicago: 22ND ANNUAL INTERNATIONAL ISA INSTRUMENT AUTOMATION CONFERENCE AND EXHIBITION – September 11-14, 1967.
A probable joint venture with the London Chamber of Commerce.
(Mr. A. F. Fenton, Ext. 2786).

Charlotte: NEEDLE TRADES MANAGEMENT EXPOSITION (BOBBIN SHOW) – September 20-23, 1967.
Possible joint ventures with the appropriate trade associations. Firms interested in participation should contact their association.
(Mr. A. F. Fenton, Ext. 2786).

Chicago: MARINE TRADES EXHIBIT AND CONFERENCE – September 28-October 1, 1967.
A possible joint venture with the Ship and Boat Builders' National Federation. Firms interested in participation should contact the Federation.
(Mr. A. F. Fenton, Ext. 2786).
The British Menswear Guild, with the support of the Board of Trade, is sponsoring promotions in the following stores in the autumn of this year:

Stix Baer & Fuller	St. Louis
Brills	Milwaukee
John Wannamaker	Philadelphia
Robert Kirk Ltd.	San Francisco
Kaufmann Inc.	Pittsburgh

(Mr. R. A. Hillier, Tate Gallery 1288, Ext. 7240).

New York: NATIONAL ASSOCIATION OF MEN'S SPORTSWEAR BUYERS SPRING '68 SPORTSWEAR SHOW – October 22-25, 1967.
A possible joint venture with the Clothing Export Council.
(Mr. A. F. Fenton, Ext. 2786).

Washington: AMERICAN DENTAL ASSOCIATION INDUSTRIAL EXHIBIT – October 29-November 1, 1967.
Possible joint ventures with the appropriate trade associations. Firms interested in participation should contact their association.
(Mr. A. F. Fenton, Ext. 2786).

1968

ADDITIONS:

Detroit: LAUNDRY AND DRY CLEANING SHOW – March 1968.
A possible joint venture with the Society of Laundry Engineers and Allied Trades Ltd. Firms interested in participation should contact the Society.
(Mr. A. F. Fenton, Ext. 2786).

Washington: ASME GAS TURBINE CONFERENCE AND PRODUCTS SHOW – March 17-21, 1968.
A possible joint venture with the appropriate trade associations. Firms interested in participation should contact their association.
(Mr. A. F. Fenton, Ext. 2786).

Philadelphia: NATIONAL PLANT ENGINEERING AND MAINTENANCE SHOW – March 25-28, 1968.
A possible joint venture with the London Chamber of Commerce.
(Mr. A. F. Fenton, Ext. 2786).

AUSTRALIA—1968

ADDITION:

DAVID JONES GROUP – April-May 1968.
A full-scale promotion of British goods will be held in Australia during April/May 1968 in at least 12 of the department stores of the David Jones group.
They are seeking new sources of supply for china and glassware, textiles (all types), hosiery, gloves, floor coverings, furnishing fabrics, shoes, handbags, hardware, foodstuffs, toys, knitwear, costume jewellery, etc.
Commercial inquiries should be directed to the Group's London Buying House, David Jones Ltd., 315 Regent Street, London, W.1 (Mr. N. L. Bishop, Tel. Langham 1555).
(Mr. R. A. Hillier, Tate Gallery 1288, Ext. 7240).

ADVERTISEMENT INQUIRIES FOR THE JOURNAL

Inquiries from the London Postal Area concerning the insertion of advertisements in the *Board of Trade Journal* should be addressed to **Her Majesty's Stationery Office, Room D.94, Atlantic House, Holborn Viaduct, London, E.C.1 (City 9876, Ext. 6147).**

Inquiries from other parts of the United Kingdom should be addressed to **Cowlishaw & Lawrence (Advertising) Ltd., Memorial Hall Bldgs., 16 Farringdon Street, London, E.C.4 (City 3718).**

Amendments and Additions to Classified List of TRADE FAIRS AND EXHIBITIONS—Sections II-IV

No responsibility is taken for the standing of organizations or individuals mentioned in these lists, and dates, etc., may be subject to alteration.

Applications should be made to the organizers or United Kingdom agents for details of costs and conditions of participation, but the Board of Trade Overseas Trade Fairs Directorate, Broadway Buildings, 54 Broadway, London, S.W.1, will be glad to answer general inquiries (Tel. Abbey 7877):

Germany . . . . . Ext. 3557
Benelux, Malta . . . . . Ext. 3071
Italy, Austria, Switzerland . . Ext. 2782
France . . . . . Ext. 2783
East Europe . . . . . Ext. 3558
Scandinavia and the rest of the world . . . . . Ext. 2496
United Kingdom . . . . . Ext. 3008

Information can also be provided about other events, which owing to space limitation, are not included in the lists.

* event held annually at approximately the time stated.

† event held in alternate years at approximately the time stated.

EUROPEAN TRADE FAIRS AND EXHIBITIONS – Section II

Amendments – 1967

STOCKHOLM: ST. ERIK'S FAIR – September 13-24.
Delete the address of the Organizers and insert:
UK Agents: Marketing Exhibitions Ltd., 48, West Side, London, S.W.18 (Tel. 01-874 2325/6/7, Miss M. J. Miles).

STOCKHOLM: TECHNICAL FAIR – October 12-18.
Delete the address of the Organizers and insert:
UK Agents: Marketing Exhibitions Ltd., 48, West Side, London, S.W.18 (Tel. 01-874 2325/6/7, Miss M. J. Miles).

Additions – 1967

MILAN: DOMESTIC APPLIANCES EXHIBITION – September 9-17.
* Apply, Segretaria Mostra, Via Luciano Manara No. 1, Milan.

BARCELONA: VI INTERNATIONAL CONGRESS AND EXHIBITION OF ANGIOLOGY – September 12-16.
Apply, Dr. Victor Salleras, Calle Muntaner, 416, Barcelona 6.

MILAN: INTERNATIONAL TEXTILES AND CLOTHING MARKET (MITAM) – October 25-28.
* Apply, Mitam Galleria, San Babila 4/D, Milan.

OSLO: 'DAGENS HUSHOLDNING' – TODAYS HOUSEKEEPING – October 26-November 5.
Apply, Oslo Kolonialkjepmenna Forening, Akersgt. 32, Oslo 1.

STOCKHOLM: INSTRUMENTS AND MEASUREMENTS – STOCKHOLM 1967 – November 8-12.
Apply, Swedish Instrument Suppliers Association Exhibit Office, AB St. Erik's – Massan Stockholm.

Amendment – 1968

STOCKHOLM: DATA '68 – April 22-28.
Delete the address of the Organizers and insert:
UK Agents: Marketing Exhibitions Ltd., 48 West Side, London, S.W.18 (Tel. 01-874 2325/6/7, Miss M. J. Miles).

STOCKHOLM: ST. ERIK'S FAIR.
The Board of Trade have been informed that this fair will take place from September 4-15.
Delete the address of the Organizers and insert:
UK Agents: Marketing Exhibitions Ltd., 48 West Side, London, S.W.18 (Tel. 01-874 2375/6/7, Miss M. J. Miles).

Additions – 1968

AMSTERDAM: INTERNATIONAL HOTEL CAFE AND RESTAURANT EXHIBITION (HORECAVA) – January 2-5.
* Apply, R.A.I. Gebouw N.V. International Tentoonstellings-centrum, Europaplein 8, Amsterdam.

BRUSSELS: INTERNATIONAL BUILDING MATERIALS AND ACCESSORIES EXHIBITION (BATIMENT) – January 27-February 4.
* Apply, The Building Exhibition, 11 Manchester Square, London, W.1 (Tel. Hunter 1951).

COPENHAGEN: INTERNATIONAL AUTOMOBILE EXHIBITION – February 23-March 3.
Apply, Danish Association of Automobile Manufacturers and Importers, Amaliegade 22, Copenhagen E.

BRUSSELS: INTERNATIONAL GARDEN SHOW – February 24-March 3.
* Apply, 'The Garden' Information Centre, 14 Rue Duquesnoy Brussels 1.

MILAN: INTERNATIONAL TOY FAIR – February.
* Apply, Secretary, Salone Internazionale del Gioattolo, Via Piatti 4, Milan.

VERONA: INTERNATIONAL EARTH MOVING AND CONSTRUCTION EQUIPMENT EXHIBITION (SA. MO. TER.) – February.
* Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. Hunter 1951).

STOCKHOLM: INTERNATIONAL BOAT SHOW 'ALLT FOR SJON' – March 20-31.
Apply, 'Allt for Sjon' Faelt, Storangsvagen 18, Stockholm NO.

SALONIKA: INTERNATIONAL SPRING FAIR – March 30-April 7.
Apply, International Building Exhibition, 11 Manchester Square, London, W.1 (Tel. Hunter 1951).

CAGLIARI: SARDINIAN INTERNATIONAL SAMPLES FAIR – March.
* Apply, The President, Fiera Internazionale della. Sardegna, Quartiere Fieristico, Viale A. Diaz, Cagliari, Sardinia.

GENEVA: INTERNATIONAL MOTOR EXHIBITION – March.
* Apply, Salon International de l'Automobile, 5 Rue Jacques-Balmat, Geneva.

UTRECHT: INTERNATIONAL SPRING FAIR – March.
* Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. Hunter 1951).

VERONA: INTERNATIONAL AGRICULTURAL FAIR – March.
* Apply, E.A. Per Fiere di Verona, Viale Del Lavoro, Verona.

ZAGREB: INTERNATIONAL SPRING FAIR –(CONSUMER GOODS EXHIBITION) – April 13-21.
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. Hunter 1951).

ZAGREB: INTERNATIONAL SPRING FAIR – ('JUREMA' – MEASURING AND CONTROL TECHNIQUES AND AUTOMATION EXHIBITION) – April 13-21.
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel Hunter 1951).

ZAGREB: INTERNATIONAL SPRING FAIR – (PLASTICS AND PACKAGING EXHIBITION) – April 13-21.
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. Hunter 1951).

ZAGREB: INTERNATIONAL SPRING FAIR – (4TH BUILDING EXHIBITION) – April 13-21.
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. Hunter 1951).

ZAGREB: INTERNATIONAL SPRING FAIR – (2ND MINING EXHIBITION) – April 13-21.
Apply, Exhibition Consultants, 11 Manchester Square, London, W.1 (Tel. Hunter 1951).

MILAN: INTERNATIONAL SAMPLES FAIR – April.
* Apply, Dr. V. Schiazzano, 31 Old Burlington Street, London, W.1 (Tel. Regent 2411).

STOCKHOLM: THE TRANSPORT EXHIBITION – May 9-15.
Apply, Marketing Exhibitions Ltd., 48 West Side, London, S.W.18 (Tel. 01-874 2325/6/7. Miss M. J. Miles).

VIENNA: INTERNATIONAL TRADE EXHIBITION OF MEDICAL AND HOSPITAL EQUPMENT – May 15-19.
* Apply, Arbeitsgemeinschaft Fur Fachausstellungen, Sekretariat: Loquaiplatz 13, Vienna 6.

STOCKHOLM: ST. ERIK'S INTERNATIONAL TRADE FAIR – September 4-15.
Apply, Marketing Exhibitions Ltd., 48 West Side, London, S.W.18 (Tel. 01-874 2325/6/7. Miss M. J. Miles).

STOCKHOLM: TECHNICAL FAIR – October 4-10.
Apply, Marketing Exhibitions Ltd., 48 West Side, London, S.W.18 (Tel 01-874 2325/6/7. Miss M. J. Miles).

STOCKHOLM: 98 ('VVS FAIR 68') HEATING, VENTILATING AND SANITARY INSTALLATIONS – October-November.
Apply, Wall-Morgan Mass-Service AB Sturegatan 6, Stockholm 0.

Additions – 1969

STOCKHOLM: INTERNATIONAL BOAT SHOW 'ALLT FOR SJON' – March.
Apply, 'Allt for Sjon' Faek, Storangsvagen 18, Stockholm NO.

STOCKHOLM: ST. ERIK'S FAIR – INTERNATIONAL CONSUMER GOODS – August-September.
Apply, UK Agents: Marketing Exhibitions Ltd., 48 West Side, London, S.W.18 (Tel 01-874 2325/6/7. Miss M. J. Miles).

BASLE: INTERNATIONAL NUCLEAR INDUSTRIES FAIR (NUCLEX 69) – October 6-10.
* Apply, The Secretary, Nuclex 69, Basle 21.

STOCKHOLM: OFFICE '69 – October 17-24.
Apply, The Federation of Office Machinery Distributors, Exhibits Office, AB St. Erika's-Massen, Stockholm.

Additions – 1970

HELSINKI: EXHIBITION OF BUSINESS MACHINES AND EQUIPMENT – October-November.
Apply, The Finnish Fair Corporation, Helsinki – 25.

TRADE FAIRS AND EXHIBITIONS OUTSIDE EUROPE – Section III

Amendments – 1967

JOHANNESBURG: PACKAGING AND PROCESSING EXHIBITION.
The Board of Trade have been informed that the above exhibition will now take place from September 18-23, 1967.

JOHANNESBURG: MACHINE TOOLS AND MECHANICAL ENGINEERING EXHIBITION.
The Board of Trade have been informed that the above exhibition will now take place from November 15-22, 1967.

JOHANNESBURG: GARAGE EQUIPMENT AND MOTOR SPARES EXHIBITION.
The Board of Trade have been informed that the above exhibition will now take place from December 6-12, 1967.

Additions – 1967

SAN FRANCISCO: 'MEDAC '67' – SYMPOSIUM AND EXHIBITION – August 1-3.
Apply: Robert D. Hall, Association for the Advancement of Medical Instrumentation, Box 314, Harvard Square, Cambridge, Mass 02138.

BOSTON: AMERICAN COMMERCIAL FISH EXPOSITION – October 10-14.
Apply, American Commercial Fish Exposition – October 10-14.
Apply, American Commercial Fish Exposition, Inc., 3 School Street, Boston, Mass 02108.

Additions – 1968

MINNEAPOLIS: RETAIL FARM EQUIPMENT ASSOCIATION, MINNESOTA AND SOUTH DAKOTA – January.
* Apply, Kenneth L. Austin, Secretary-Manager, 129E Broadway, Owatonna, Minnesota.

WASHINGTON: AMERICAN FEDERATION OF INFORMATION, PROCESSING SOCIETY SPRING JOINT COMPUTER CONFERENCE – March 21-23.
* Apply H. G. Assus, Executive Secretary, Room 504, 211 E, 43rd Street, New York, N.Y. 10017.

NEW YORK: AMERICAN NATIONAL PACKAGING EXHIBITION – May 6-9.
Apply, Clapp & Poliak Inc., 341, Madison Avenue, New York, N.Y. 10017.

TRADE FAIRS AND EXHIBITIONS IN THE UNITED KINGDOM – Section IV

Additions –1967

BUILTH WELLS: ROYAL WELSH SHOW – July 25-27. At Llanelwedd, Builth Wells.
* Royal Welsh Agricultural Society Ltd., Llanelwedd, Builth Wells, Brecs. (Tel. Builth Wells 3183).

EASTBOURNE: ASSOCIATION OF PUBLIC HEALTH INSPECTORS EXHIBITION – September 25-28, at Devonshire Park.
* Apply, Municipal & Industrial Exhibitions Ltd., 3 Clements Inn, London, W.C.2. Tel. Chancery 1200.

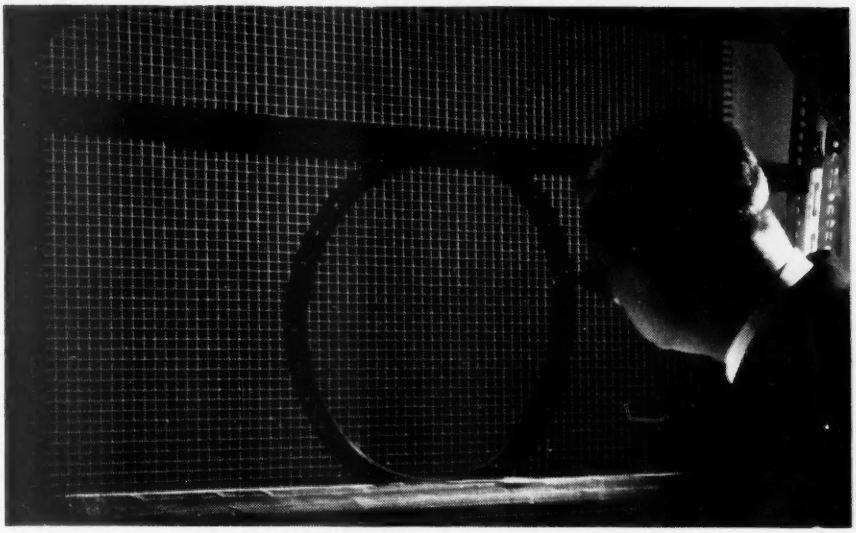
LONDON: CAMPING AND SPORTS EQUIPMENT TRADE FAIR – November 12-16, at Alexandra Palace, N.22.
* Apply, Trades Exhibitions Ltd., Exhibition House, Spring Street, London, W.2 (Tel. Ambassador 2886).

Amendment – 1968

LONDON: LEATHERGOODS LUGGAGE AND HANDBAG FAIR – At Mount Royal Hotel, W.1.
The Board of Trade have been informed that this exhibition will take place from February 11-16 and not January 28-February 1 as previously published.

Additions – 1968

LONDON: RACING CAR AND ACCESSORY EXHIBITION – January 3-13. At New Horticultural Hall.



English Electric is supplying the entire set of windows and windscreens for the Piaggio PD.808 executive jet. Here at the company's Luton works a double plastic passenger window for the aircraft is checked for optical truth against the illuminated screen in the background. A full display of aircraft transparencies is a feature of the English Electric stand at the Paris Air Show which opened on May 26.

† Apply, British Racing and Sports Car Club Ltd., 347-349 Goswell Road, London, E.C.1. (Tel. Terminus 4725).

LONDON: DOMESTIC AND DECORATIVE LIGHT-SHOW – January 22-26. At Olympia.
* Apply, Technical Exhibitions Ltd., 3 Clements Inn, London, W.C.2. (Tel. Chancery 1200).

LONDON: 1968 FURNITURE SHOW – January 29-February 2. At Earls Court.
* Apply, B.F.M. Exhibitions Limited, 17 Berners Street, London, W.1. (Tel Langham 5115).

LONDON: CAMPING AND OUTDOOR LIFE EXHIBITION (COLEX) – February 2-10. At Olympia.
* Apply, Trades Exhibitions Ltd., Exhibition House, Spring Street, London, W.2. (Tel. Ambassador 2886).

BLACKPOOL: 19TH INTERNATIONAL GIFTS FAIR – February 4-9. At Winter Gardens, Talbot Hall, Metropole and Imperial Hotels.
* Apply, Trade Promotion Services Ltd., Frankland Moore House, 185/187 High Road, Chadwell Heath, Romford, Essex. (Tel. Goodmayes 0175/8).

BIRMINGHAM: BOAT, CARAVAN AND CAMPING SHOW – February 17-March 2. At Bingley Hall.
* Apply, Birmingham Boat Shows Ltd., Colmore Circus, Birmingham 4. (Tel. Victoria 4409).

LONDON: BRITISH GLOVE FAIR – February 18-20. At Londoner Hotel, W.1.
* Apply, National Association of Glove Manufacturers, 9 St. Thomas Street, London, S.E.1. (Tel. Hop 0471).

LONDON: INTERNATIONAL DISPLAY MARKET WEEK – February 19-22. At Royal Garden Hotel, W.8.
* Apply, Mr. Eric Cutler, Director National Display Equipment Association, 2 Caxton Street, London, S.W.1. (Tel. Abbey 4813/4).

BRIGHTON: SMALLWARES AND KNIT-YARNS TRADE FAIR – March 3-7. At Hotel Metropole.
* Apply, Trade & Technical Exhibitions Ltd., Dorset House, Stamford Street, London, S.E.1. (Tel. Waterloo 3333).

MANCHESTER: MANCHESTER EVENING NEWS AND CHRONICLE BRIGHTER HOMES EXHIBITION – March 12-30. At City Hall.
* Apply, Provincial Exhibitions Ltd., City Hall, Deansgate, Manchester, 3. (Tel. Deansgate 6363).

LONDON: 'STAMPEX' – BRITAIN'S NATIONAL STAMP EXHIBITION – March 22-30. At Central Hall, S.W.1.
* Apply, Leslie Kennedy Philatelic Traders Society Ltd., 27 John Adam Street, London, W.C.2. (Tel. Whitehall 6465/6).

LONDON: 20TH TECHNICAL EXHIBITION – OCCA 20 – March 25-29. At Alexandra Palace, N.22.
* Apply, Oil and Colour Chemists' Association, Wax Chandlers Hall, Gresham Street, London, E.C.2. (Tel. Monarch 1439).

LONDON: AUTUMN SHOES EXHIBITION – March 31-April 3. At Hotel Russell, W.C.1.
* Apply, Shoe and Leather News (Exhibitions) Ltd., 84/88 Great Eastern Street, London, E.C.2. (Tel. Shoreditch 2071).

LONDON: INTERNATIONAL AUDIO FESTIVAL AND FAIR – April 18-21. At Hotel Russell, W.C.1.
* Apply, C. Rex-Hassan & Associates, 42 Manchester Street, London, W.1. (Tel. Hunter 2080).

BELFAST: 101ST ANNUAL SHOW AND INDUSTRIAL EXHIBITION – May 22-25. At Show Grounds, Balmoral.
* Apply, Royal Ulster Agricultural Society, The Kings Hall, Balmoral, Belfast, 9. (Tel. Belfast 665225).

LONDON: INTERNATIONAL LEATHER AND COMPONENTS FAIR – May 24-28. At Alexandra Palace, N.22.
* Apply, Shoe and Leather News (Exhibitions) Ltd., 84/88 Great Eastern Street, London, E.C.2. (Tel. Shoreditch 2071).

MALVERN: THREE COUNTIES SHOW – June 11-13. At Permanent Showyard.
* Glynne Hastings, Secretary, Three Counties Agricultural Society, Malvern, Worcestershire. (Tel. Malvern 2231).

LONDON: THE ANTIQUES DEALERS FAIR AND EXHIBITION – June 12-27. At Grosvenor House, W.1.
* Apply, A. H. C. Thomson, Esq., Grosvenor House, Park Lane, London, W.1. (Tel. Grosvenor 6363).

(Continued on next page)

TRADE FAIR AMENDMENTS, *continued.*

KENILWORTH: ROYAL SHOW – July 3-6. At National Agricultural Centre.
* Apply, Royal Agricultural Society of England, 35 Belgrave Square, London, S.W.1. (Tel. Belgravia 5323).

HARROGATE: GREAT YORKSHIRE SHOW – July 9-11. At Permanent Showground.
* Apply, Yorkshire Agricultural Society, Cliftonfield, Shipton Road, York. (Tel. York 23166).

MANCHESTER: THE 1968 BRITISH FURNITURE MANUFACTURERS MANCHESTER EXHIBITION – August 12-15. At Belle Vue and City Hall.
* Apply, B. F. M. Exhibitions Ltd., 17 Berners Street, London, W.1. (Tel. Langham 5115).

LONDON: 16TH INTERNATIONAL HANDICRAFTS AND DO-IT-YOURSELF EXHIBITION – August 30-September 14. At Olympia.
* Apply, A. J. Kreps, Esq., Link House Publications, Link House, Dingwall Avenue, Croydon, CR9 2TA. (Tel. Municipal 2599).

LONDON: 4TH DO-IT-YOURSELF TRADEX – September 3, 4, 5 and 10, 11, 12. At Olympia.
* Apply, A. J. Kreps, Esq., Link House Publications, Link House, Dingwall Avenue, Croydon, CR9 2TA. (Tel. Municipal 2599).

BRIGHTON: 4TH FRANCO-BRITISH FAIR – September 14-22. At Metropole Exhibition Halls.
Apply, Federation of Sussex Industries Ltd., Seven Dials Corner, Brighton 1, Sussex. (Tel. Brighton 26189).

BLACKPOOL: ASSOCIATION OF PUBLIC HEALTH INSPECTORS, CONFERENCE AND EXHIBITION – September 16-20. At Winter Gardens.
* Apply, Municipal and Industrial Exhibitions Ltd., 3 Clements Inn, London, W.C.2. (Tel. Chancery 1200).

MANCHESTER: INDUSTRIAL EQUIPMENT AND SERVICES EXHIBITION – September 16-21. At City Hall.
* Provincial Exhibitions Ltd., City Hall, Deansgate, Manchester 3. (Tel. Deansgate 6363).

HARROGATE: MENSWEAR ASSOCIATION OF BRITAIN CONVENTION AND EXHIBITION – September 24-26. At Exhibition Hall.
* Apply, Menswear Association of Britain Ltd., 293 Regent Street, London, W.1. (Tel. 01-580 2918).

The Hunslet Engine Co. Ltd., and Materials Handling Equipment (G.B.) Ltd. have been exhibiting flameproof diesel powered mining equipment at international mining exhibitions in Spain and Russia. Some of the exhibits are leaving the Leeds works of the Hunslet Group of Companies by road for a 6,000 mile journey through six countries which will take three months to complete. The 'Hunslet' low-loader arrived at Gijon for the 1st International Fair for Mining Ore Deposit and Quarry Machinery from May 15-23. The exhibits will then be taken through France, Germany, Czechoslovakia and Poland with demonstrations of the equipment being held at various points in each country, and then travel to Moscow for the International Exhibition of Mining Equipment from July 8-19. Picture shows Mr. Keith Alcock, export director (right), with the low-loader team, Mr. Ernest Clarke, driver, and Mr. Arthur Gamble, service engineer (centre).

LONDON: SPRING SHOES EXHIBITION – September 30-October 3. At Mount Royal Hotel, W.1.
* Apply, British Footwear Manufacturers' Federation, 72 Dean Street, London, W.1. (Tel. Gerrard 5573).

MANCHESTER: 27TH BUILDING TRADES EXHIBITION – October 8-19. At City Hall.
† Apply, Provincial Exhibitions Ltd., City Hall, Deansgate, Manchester 3. (Tel. Deansgate 6363).

LONDON: 6TH FOOD PROCESSING, PACKAGING AND MACHINERY EXHIBITION (FOODPAK INTERNATIONAL 68) – October 15-18. At Alexandra Palace, N.22.
* Apply, BPS Exhibitions Ltd., 6 London Street, London, W.2. (Tel. Paddington 6672/3).

LONDON: 53RD INTERNATIONAL MOTOR SHOW – October 16-26. At Earls Court.
* Apply, Society of Motor Manufacturers and Traders Ltd., Forbes House, Halkin Street, London, S.W.1. (Tel. Belgravia 6611).

LONDON: CAMPING AND SPORTS EQUIPMENT TRADE FAIR – November 10-14. At Alexandra Palace, N.22.
* Trades Exhibitions Ltd., Exhibition House, Spring Street, London, W.2. (Tel. Ambassador 2886).

LONDON: BRITISH SPORTS TRADE FAIR – November 11-14. At Mount Royal Hotel, W.1.
† Apply, Federation of British Manufacturers of Sports and Games Ltd., 145 Oxford Street, London, W.1. (Tel. Gerrard 7281).

LONDON: ROYAL SMITHFIELD SHOW AND AGRICULTURAL MACHINERY EXHIBITION – December 2-6. At Earls Court.
* Apply, Smithfield Show Joint Committee, Forbes House, Halkin Street, London, S.W.1. (Tel. Belgravia 6611).

Statistics on Incomes, Prices, Employment and Production

Issues of this bulletin appear at regular intervals and give factual and up-to-date information on wage rates, earnings, hours of work and other conditions of employment, manpower, prices, production, profits and other relevant subjects. Part of the information included has not previously been published.

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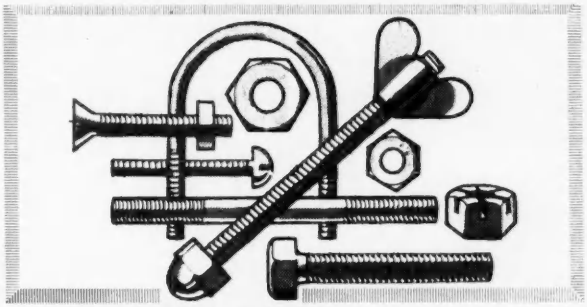
MANCHESTER	Manchester Airport, Wythenshawe, Manchester 22. Mercury 1542
BIRMINGHAM	28 Temple Street, Birmingham 2. Midland 6105/6
GLASGOW	71 Buchanan Street, Glasgow C.1. City 6018/9
DUBLIN	109 Grafton Street, Dublin. Tel. 773440



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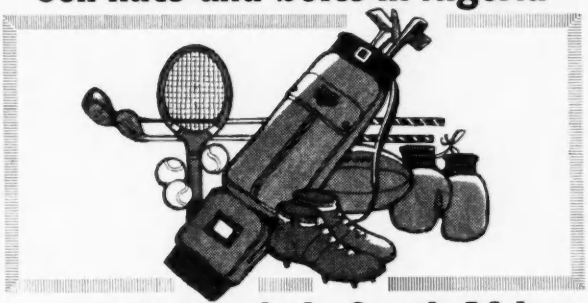
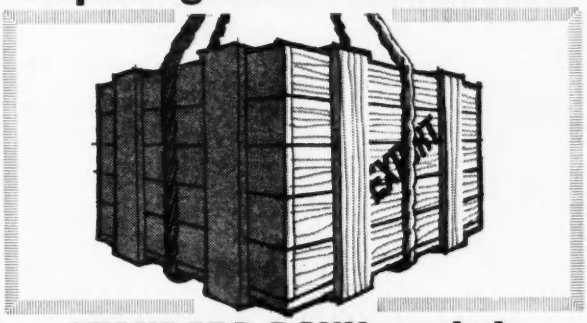


...sports goods in South Africa



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If you would like to discuss trading possibilities in East, West, Central and South Africa get in touch with our Commercial Service Department, 10 Clements Lane, London, E.C.4. Ask, too, for a copy of our publication "Africa—Market on the Move", and our monthly business report—Standard Bank Review.

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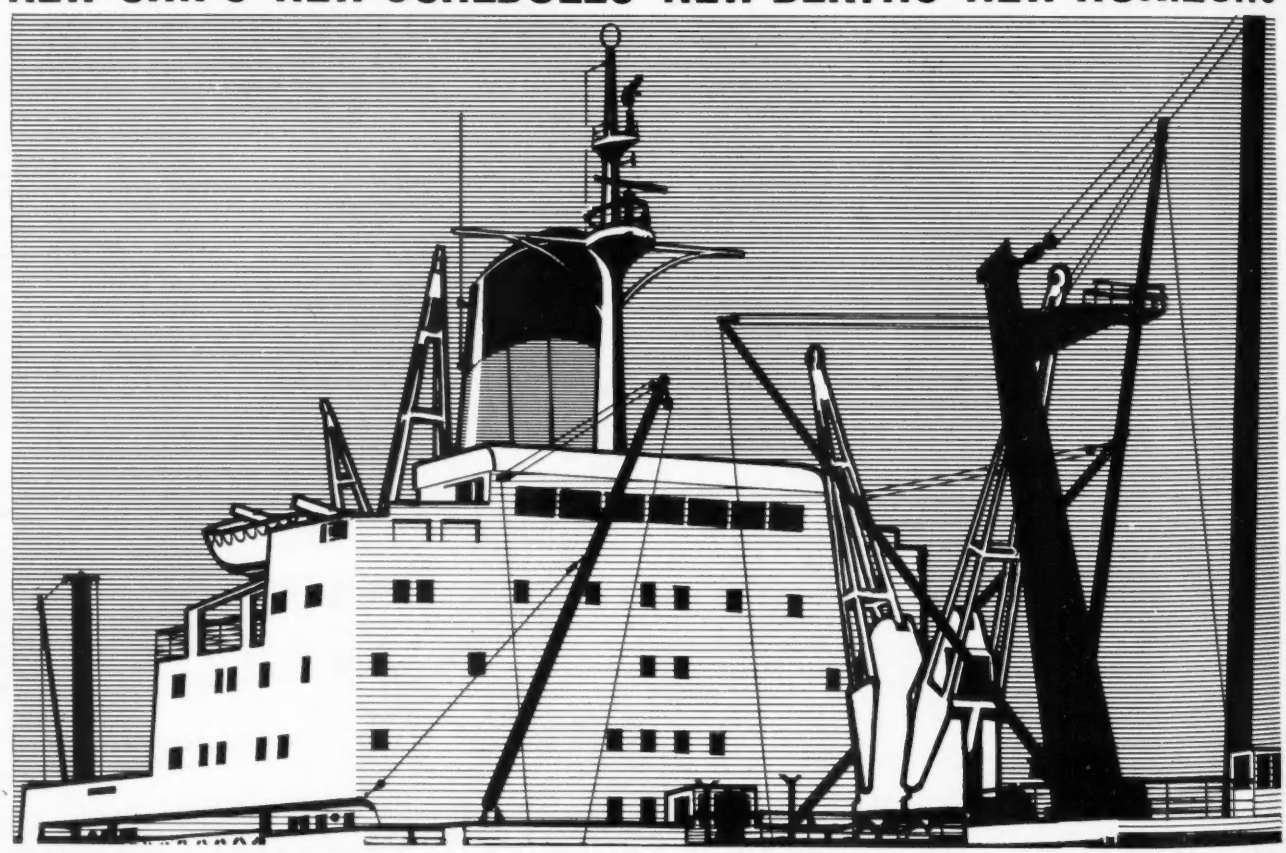

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Overseas Trade and Exports

The future growth of the Japanese economy

THE JAPANESE Prime Minister claimed recently that Japan would soon have the third largest Gross National Product in the world.

The growth of the Japanese economy over the last decade has been astonishing. GNP in 1965 stood at £30,204 million, an increase of more than 350 per cent over 1955: it is still growing at about 10 per cent per annum. Annual income per head trebled to £255 over the same 10-year period, and average industrial wages rose from £18 to £40 per month. Steel output was approximately 50 million tons in 1966: in 1955 it was a mere 9½ million tons. Vehicle production has increased even faster. Japan produced nearly 2½ million vehicles in 1966, and in the first three months of 1967 overtook Germany to become the world's second largest producer.

It is not surprising that with a growth rate of this order the face of Japan has been changing rapidly. In 1955 the standard of living of the average Japanese was only a little above the pre-war level. Now, new buildings, new roads and new railways have altered many places beyond recognition, and an affluent society has emerged. The 'leisure boom' continues, and Japan's numerous hotels and inns are booked up to capacity at holiday times. The department stores, of which in the Ginza area of Tokyo alone there are six, do a roaring trade; on one Sunday before Christmas the Mitsukoshi, one of the largest, is reported to have taken £700,000. The distribution of consumer durables is very widespread. Practically every family has television, with colour sets just becoming popular, and there is a higher proportion of families in Japan with refrigerators and washing machines than in Britain.

Much remains to be done, however, to bring overall Japanese living standards up to European levels, and the real conditions of life for the majority are not quite so rosy as the previous paragraphs would suggest. Standards of housing are still generally low, and many families live in one or two rooms with no drainage (in 1964 only 20 per cent of private dwellings had public drainage); some have to share a lavatory, and many still go to the communal bath. The Japanese diet has greatly improved, but the average calorie consumption in 1964 was only 2,319. Japan is well provided with hospitals and schools, but there is a strong desire to improve the standards of the buildings and other facilities.

These contrasts emphasize one of the important factors in Japan's high economic growth rate over the last 10 years. Investment has been primarily in capital equipment and in buildings directly connected with production. Public services have, for the most part, obtained capital for expansion only where they have been able to make a direct contribution to increase production. Japan was fortunate immediately after the war in having a large pool of agricultural labour and an increasing population. Moreover, Japan's labour force has been highly educated and well trained, while labour/management relations have been comparatively smooth. The literacy rate in Japan is as high as in any Western country, and higher education is almost as widespread as in the United States. Japanese diligence and thrift are well known, and savings have been actively encouraged by Japanese fiscal policy. The savings thus produced have supplied the necessary funds for development and investments. Japanese Government policy has contributed in other ways to the expansion of productive investment. Little money has had to be spent on defence. While the importation of new technology has been encouraged, Government controls on capital investment have meant that virtually all the vast productive capacity which has been created is Japanese-owned. Similarly, exports have been actively fostered and imports carefully regulated to limit any strain on the Japanese economy.

Mr. Jack Dent, a director of Dentline Manufacturing Co. Ltd., Sheffield, demonstrating the Dentline Tracking Tool to members of a Japanese delegation, who flew from France especially for the occasion. The tool, which is a development of one introduced by Dentline three years ago, gives a comprehensive wheel check on private and commercial vehicles. The machine is believed to be the only tracking tool in the world which gives an accurate check by triangulation of toe-in and toe-out of each individual wheel on a vehicle.

Various forecasts have been made recently about the likely growth of the Japanese economy and the targets at which Japan should aim. In November 1966 the Japanese National Livelihood Council produced a report which proposed that Japan should aim to achieve in 10 years a standard of living comparable to that prevailing in Western Europe today, i.e., an income per head of £535, and in 20 years' time a standard of living comparable to that at present prevailing in the United States of America, i.e., an income per head of £900. Other targets included:

(a) An increase in calorie consumption to 2,600 in 10 years' time and 2,800 in 20 years' time;
(b) one room for every person in 10 years' time;
(c) sewerage in urban areas to be increased to some 70 per cent in 10 years and 90 per cent in 20 years;
(d) one car for every nine people in 10 years, and one car for every four to five people in 20 years' time.

A recent report published by the Tokyo Metropolitan Government envisages that by 1985 a million new homes will have been built in the Tokyo area alone, where the population will have risen to 13 million (33 million if the neighbouring conurbations are included). They also estimate that the average income of a three-member family in Tokyo will be about £3,400 in 1985. Against

(Continued on page 1435)

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this background it is hardly surprising that a Japanese steel production of 80 million tons is forecast for 10 years' time. In other commodities similar vast increases in production will be called for.

Economists generally agree that the pace of economic development in Japan over the next few years is likely to be rather slower than in the last decade. They think that Japan will increasingly encounter difficulties similar to those which advanced countries have had to cope with in recent years as emphasis shifts from productive to social investment. Whatever the actual rates of increase may be, however, there can be little doubt that Japan is likely soon to be the world's third largest industrial power.

It will not, however, be so easy for the Japanese authorities in the future to control imports. The Japanese have already liberalized a large proportion of their imports, and they are under increasing pressure from foreign countries to liberalize their controls on the induction of foreign capital and technology. However, Japanese industry can be relied on to co-operate with the Japanese authorities in any measures which the latter consider necessary to maintain the healthy development of the Japanese economy, and this is likely to enable the Japanese Government to exercise a very significant measure of control over Japan's foreign trade and over the development of her domestic industry during the next one or two decades.

The continued reliance of Japanese industry on bank finance (equity capital amounts to only about 20 per cent of the average capital liabilities of Japanese firms) is sometimes cited as a limiting factor on Japanese economic growth. In practice, however, the reliance on bank finance often acts as an incentive to growth. The fact that interest payments must be made on time acts as a strong stimulus to efficient production and to zealous marketing both at home and for export. But the small proportion of equity capital enables firms to cut their profit ratio to the minimum in order to maintain or increase production and to get a foothold in a promising market. The banks are generally glad to lend to firms which make good use of these loans. There is, in short, little doubt that the banks will continue to finance Japanese economic expansion.

Japan's birth rate is slowing down, and labour authorities estimate that there will be a shortage of labour in 1975 of 640,000, but the present Japanese population of about 100 million is expected to rise to 109 million in 1975 and 116½ million in 1985. Moreover, the working population is expected to increase from 47 million in 1965 to 53 million by 1975, and Japan still has many reserves of under-employed labour on which it can call. For instance, in 1964 26 per cent of the Japanese population were engaged in primary industries, but it is expected that this will decrease to 14 per cent by 1975 and 10 per cent by 1985. The problem will be further to draw down the present farm population without, at the same time, reducing agricultural production. This can only be done by increasing the size of farming units and greater rationalization. The Japanese can also increase their labour force by raising the age of retirement (still 55 for many firms). Moreover, Japan has by no means yet fully used its resources of woman-power. The loyalty of employees to their firms and the relatively harmonious labour relations that result are also a significan factor in the competitiveness of Japanese industries.

In the field of technology the Japanese are likely to continue to be a useful market for advanced foreign technology, though to a smaller extent than hitherto. The science and engineering faculties of Japanese universities are in many cases very good indeed, and Japanese scientists and technologists of a very high calibre are being turned out in increasing numbers. Some of the big Japanese companies have research establishments of their own which rank almost as technical colleges, and in some fields the Japanese are ahead of Europe and even America.

It will, however, be essential for Japan to devote a much greater proportion of her resources to essential social investment not

(*Continued on next page*)

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JAPANESE ECONOMY, *continued*

directly concerned with increasing production. Communications will need much modernization, and it is significant that the new highway programme envisages that by 1985 Japan will have more motorways than Britain or France. Drastic measures will also be needed to improve standards of housing, including some control of the soaring land prices which make building so very expensive in Japan. The public drainage system in particular will have to be greatly improved.

The need for social investment was recognized in this year's Japanese budget, in which measures were introduced for the rationalization of agriculture and for the improvement of facilities for the disposal of sewage and garbage. Steps are to be taken to combat air pollution and industrial effluents. There is to be heavy public investment in airfield equipment and installations. These are all fields in which British industry and technology are vastly experienced, and the opportunity to sell British machinery and technical knowledge in this important market should not be missed.

To sum up, the factors favouring a continued high growth rate for the Japanese economy seem likely to remain dominant, although the rate of growth will probably fall as social investment increases, and it seems probable that Japan will, within the next two decades, catch up with Western Europe in standards of living. The Japanese people will enjoy a prosperity of which their grandparents can hardly have dreamed. Japan will be largely a modern industrial state with one of the finest systems of communications and education in the world. Only in housing, welfare and social security is Japan likely to find it difficult to catch up with the West. She will, in any case, soon be the world's third greatest industrial power.

The moral for us is clear. Firstly, the Japanese market is going to be increasingly important for British exports, and it is, therefore, essential that our exporters should get to know the market better and should make every effort to get into it now. It is unlikely that the market will ever be an easy one. It is a long way from home, and the Japanese approach is different from ours, but this makes the challenge all the greater.

Secondly, we must be prepared to face increasing competition from Japan to our exports in third markets. To compete effectively our industries will need to be quick and flexible, but we should also consider at the earliest possible stage the possibilities of co-operating with the Japanese in these markets. While there are some things which the Japanese can, and are likely in future to continue to be able to produce more cheaply and more efficiently than we, there are other items in which we should be able to maintain our lead. Joint tenders can be advantageous not only to British and Japanese firms, but also to the purchasers.

Thirdly, in Japan itself, we should be ready to take part in joint enterprises whenever the opportunity offers. Joint enterprises may, because of the great distance between our two countries, provide the best way of developing our trade with Japan.

Fourthly, we ought to consider Japan as a possible partner in major research and development projects. Japan has both the technical and financial resources to make a real contribution, and would probably welcome approaches if these were made at an early stage of development.

BRITISH TRADE MAGAZINE IN JAPAN

HM Embassy in Tokyo publish a quarterly magazine, in Japanese, entitled British Trade and Industry, *which carries articles and news items about commercial, industrial and technological developments in Britain. Copies are distributed to almost* 3,000 *leading Japanese industrialists and importers.*

British Trade and Industry is *financed in part by the advertising medium for firms interested in the Japanese market. Further details can be obtained by writing to: The Information Department, British Embassy. 1 Ichibancho, Chiyoda-ku, Tokyo, Japan.* placed in it by British exporters. It forms a useful and inexpensive

£4 million loan for Ghana

THE MINISTRY of Overseas Development announced on May 24 that the British Government has offered a loan of £4 million to Ghana. This results from last month's meeting on aid to Ghana convened in Paris by the International Monetary Fund, and has been welcomed by the Ghana Government.

The aid will be in support of Ghana's balance of payments in 1967, and will take the form of a 25-year loan to be spent on British goods and services.

This aid is in addition to British technical assistance, which is expected to amount to about £425,000 in 1967,

ECGD financial guarantee for Russia

THE EXPORT CREDITS GUARANTEE DEPARTMENT have signed a financial guarantee covering the sale of two bearing-manufacturing plants to Russia.

The £2.2 million contract is between the Associated Engineering (Export Services) Ltd. and Stankoimport Moscow.

The loan of £1.8 million to finance this sale is being made available by the Midland Bank Ltd.

Two financial guarantees for Russia

THE EXPORT Credits Guarantee Department have signed two financial guaranteees covering two contracts for machinery with a total value of £5 million.

The first is for a £2.5 million order for grinding machinery to be supplied by the Newall Group Sales of Peterborough to Stankoimport Moscow. The loan of £2.1 million to finance this sale is being made available by the National Provincial Bank Limited.

The second order is for machine tools to be supplied by BSA-Churchill Machine Tools Limited. The £2.5 million contract is also with Stankoimport. Finance for this sale is being provided by Barclays Bank Limited, who are making a loan of £2.0 million.

Italy and Czechoslovakia

THE ITALIAN Ministry of Foreign Trade, in a Circular dated April 24, announces that it has been decided to extend for the whole of 1967 the validity of the existing quotas under the trade agreement of July 15, 1965.

A previous notice on this subject appeared in the *Board of Trade Journal* of January 20, 1967, page 165.

Inquiries should be addressed to Export Services Branch (Tariff Section), Board of Trade, Room E11, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 449, 450), quoting CRE 990/G.

Algeria and Cameroon

THE BRITISH EMBASSY in Yaounde has reported the signing in Algiers on March 11 of a trade agreement between Algeria and Cameroon. No complete list of goods to be exchanged is available but Algerian exports to Cameroon are understood to include crude oil, citrus fruits, fruit juice, figs, dates, olives, tobacco, cast iron, steel and chemical and industrial products. Cameroon's exports to Algeria include coffee, bananas, pineapples, cocoa, tanned hides, tin and tungsten.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 479-481), quoting reference CRE 9527/G.

Iran and Iraq

A NEW Trade Agreement between Iran and Iraq was signed in Tehran on April 30. The Agreement, which will be valid for one year after ratification provides for an exchange of goods, including cement, toilet soap, pencils, surgical bandages and pharmaceuticals from Iraq, and buses, refrigerators, dried and fresh fruits, carpets and shoes from Iran.

In a Memorandum of Understanding signed at the same time, further talks are envisaged to be held in Baghdad in three months' time for the conclusion of a Transit Agreement between the two countries. This will open more direct land routes for Iran through to Kuwait and the rest of the Arabian Peninsula and for Iran to the Soviet Union.

Hints to businessmen visiting Canada and the Dominican Republic

REVISED EDITIONS of the booklets on Canada and the Dominican Republic have been published in the 'Hints to Business Men' series.

British businessmen who intend visiting these countries on export business can obtain copies of the booklets on application to Export Services Branch, Board of Trade, Room 020, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7146), or to any Regional Office of the Board of Trade, or on personal application to the Export Information Centre, Board of Trade, 50 Ludgate Hill, London, E.C.4.

A considerable increase in orders has been received by No-Nail Boxes Limited, of Chester, as a result of the new surge in British exports to the Soviet Union. Many of these exports are sent out in special No-Nail containers using plywood originally imported from Russia. The British shoe industry alone won Soviet orders worth well over £2 million in the first quarter of this year – and No-Nail has already supplied four of the top firms (Norvic; Freeman, Hardy & Willis; Clarks; and CWS) with enough containers to export nearly half-a-million pairs of shoes. In addition, No-Nail containers are expected to be used for some of the £5 million-worth of British clothing ordered by Russian buyers since Soviet Premier Kosygin's visit to Britain last February.

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Information for exporters

Brief details are given below of some of the Calls for Tender reported in recent issues of the **Export Service Bulletin.†**

For further information contact Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 404 and 406. Telex 25977 AB: Bothillgate, Ldn.). Quote country, commodity and E.S.B. reference number. The date given is the closing date and refers to the current year unless otherwise indicated. An asterisk implies that tender documents are available on loan. The number in brackets is that of the Bulletin in which the inquiry appeared. Copies of these Bulletins may be obtained from the address above at 2s. each. Remittance with order, please.

ALGERIA

(103/67) Plastics Machinery for Direction Nationale des Co-operatives de l'ANP. Tender documents now available. E.S.B. 20995/67.*

AUSTRALIA

(100/67) Water Piping and Valves for Electricity Commission of New South Wales. June 24. E.S.B. 21285/67.*

(99/67) Sewage Clarifier Equipment for Rochampton City Council. June 19. E.S.B. 20992/67.*

(99/67) Circuit Breakers for State Electricity Commission of Victoria. June 26. E.S.B. 20994/67.*

BURMA

Union of Burma Railway Board:

(99/67) Steel Tyres. June 30. E.S.B. 21267/67.*

(99/67) Axles and Wheels. June 26. E.S.B. 21266/67.*

(99/67) Boiler Tubes; Saw Blades. June 30. E.S.B. 21270/67.*

(99/67) Coupler Parts. July 5. E.S.B. 21279/67.*

(99/67) Springs. June 30. E.S.B. 21269/67.*

(99/67) Axle Boxes. July 5. E.S.B. 21278/67.*

(99/67) Bearing Springs. June 30. E.S.B. 21282/67.*

(99/67) Springs. June 26. E.S.B. 21289/67.*

(99/67) Swing Link Undergear. June 26. E.S.B. 21290/67.*

(100/67) Coupler Parts. June 26. E.S.B. 21292/67.*

(100/67) Underframe Components. June 26. E.S.B. 21293/67.*

(100/67) Superheater Tube Elements. July 5. E.S.B. 21264/67.*

(100/67) Railway Wheels. July 5. E.S.B. 21277/67.*

(100/67) Buffing Spring. June 30. E.S.B. 21283/67.*

(100/67) Coupling Screws and Hooks. July 5. E.S.B. 21284/67.*

(100/67) Underframe Components. June 26. E.S.B. 21291/67.*

CEYLON

(99/67) Insulators and Accessories for Department of Government Electrical Undertakings. July 7. E.S.B. 20980/67.*

(100/67) Construction of Water Supply Extension for River Valleys Development Board. (Further Information.) Closing date postponed to June 16. E.S.B. 11559/67.*

COLOMBIA

Empresa de Acueducto y Alcantarillado de Bogoté:

(100/67) Water Heaters. July 30. E.S.B. 21359/67.

(103/67) Water Meters. June 30. E.S.B. 21975/67.*

(101/67) Transmission Line Materials for Empresa de Energia Electrica de Bogota. July 19. E.S.B. 21360/67.*

ECUADOR

(101/67) Construction of Pipeline for Empresa de Ferrocarriles Del Estado. (Further Information.) June 14. E.S.B. 17834/67.*

(100/67) Navigational Aids for Flota Bananero Equatoriana. (Advance Information.) E.S.B. 21364/67.

(101/67) Radio-Telephone System for Guayaquil Port Authority. (Further Information.) June 22. E.S.B. 7229/67.*

EL SALVADOR

(103/67) Pencils for Proveeduria General de la Republica. June 15. E.S.B. 21975/67.*

FORMOSA

Central Trust of China:

(99/67) Conductor Accessories. June 17. E.S.B. 20954/67.*

(99/67) Communications Equipment. June 15. E.S.B. 20966/67.*

(99/67) Drilling Machine and Press. June 16. E.S.B. 20963/67.*

(99/67) Railway Passenger Coaches. June 15. E.S.B. 20949/67.*

(99/67) Rice Washing Machine. June 16. E.S.B. 20955/67.*

(99/67) Generator Sets. June 16. E.S.B. 20956/67.*

(100/67) Hydrostatic Testing Unit. June 15. E.S.B. 21223/67.*

(100/67) Reclosing Relays. June 14. E.S.B. 21231/67.*

(100/67) Testing Instruments. June 15. E.S.B. 21233/67.*

(101/67) Laboratory Apparatus. June 14. E.S.B. 21235/67.*

GREECE

(101/67) Electrocardrographs for Institute of Social Insurance. June 20. E.S.B. 21386/67.*

INDIA

Beas Purchase Organization:

(100/67) Crawler Tractors. July 5. E.S.B. 21344/67.

(100/67) Rear Dumpers. July 5. E.S.B. 21345/67.

(101/67) Concrete Mixers. August 2. E.S.B. 21905/67.*

(102/67) Steel Bars. August 2. E.S.B. 21904/67.*

Bharat Heavy Electricals Ltd.:

(102/67) Aluminium Brass Tubes. June 27. E.S.B. 21907/67.

(102/67) Non-Ferrous End Plates. June 29. E.S.B. 21908/67.

(100/67) Silicon for Directorate General of Supplies and Disposals. June 29. E.S.B. 21385/67.

(99/67) Stainless Steel for Fertilizer Corporation of India Ltd. June 14. E.S.B. 21242/67.

(99/67) Hydraulic Compressor and Die Set for the Government of Mysore. June 19. E.S.B. 21302/67.

(103/67) Silver for Heavy Electricals (India) Ltd. (Further Information.) Tender documents now available. E.S.B. 20701/67.*

Hindustan Shipyard Ltd.:

(100/67) Chain Cables. July 6. E.S.B. 21317/67.

(101/67) Foundry Plant. July 10. E.S.B. 21304/67.

(101/67) Generator Sets. July 10. E.S.B. 21315/67.

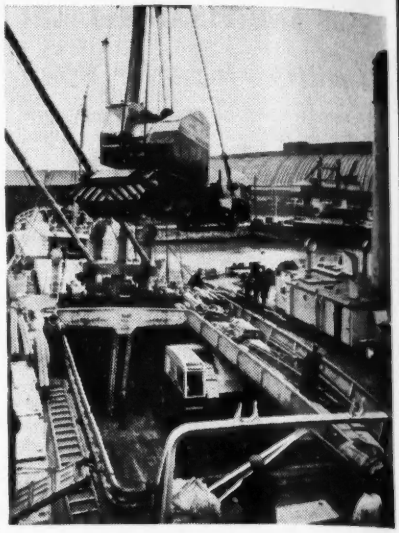
(101/67) Generator Sets. July 12. E.S.B. 21314/67.

(101/67) Transformers. July 17. E.S.B. 21316/67.

(101/67) Rubber Buckets. June 29. E.S.B. 21323/67.

Hindustan Steel Co.:

(102/67) Steel Mill Rolls. (Further Information.) Tender documents and drawings available. E.S.B. 18717/67.*



Two Ruston-Bucyrus 22-RB transit cranes being loaded aboard the ss 'Alfonso Tercero' at Liverpool Docks recently. These machines are part of a £72,000 order placed by Montajes Nervion SA with Chesney & Webb, Hermosilla 19, Madrid, the Spanish distributor for Ruston-Bucyrus Ltd. Montajes Nervion are one of the largest contractors in Spain and specialize in steel work erection for major construction projects. These 22-RB transit cranes have a maximum lifting capacity of 25 tons and will be operated with boom lengths ranging from 35 to 115 feet.

(102/67) Electrical Equipment. June 15. E.S.B. 21949/67.

(100/67) Copper Nickel Iron Alloy Tubes for India Supply Mission. June 22. E.S.B. 21384/67.

(100/67) Gas Compressor for Indian Oil Corporation Ltd. July 11. E.S.B. 21213/67.

Indian Telephone Industries Ltd.:

(99/67) Solder Wire. June 26. E.S.B. 20303/67.

(101/67) Generators. (Further Information.) Tender documents now available. E.S.B. 20550/67.*

(99/67) Tractor-Trailer Unit for Rajasthan State Electricity Board. July 10. E.S.B. 21253/67.

South Eastern Railway:

(100/67) Lathe. (Further Information.) Limited number of tender documents available. E.S.B. 17839/67.*

(100/67) Chain Testing Machine. (Further Information.) Limited number of tender documents available. E.S.B. 17840/67.*

Western Railway, Bombay:

(102/67) Route Relay Interlocking. (Further Information.) Closing date postponed to June 15. E.S.B. 9660/67.*

(102/67) Route Relay Interlocking System. (Further Information.) Closing date postponed to July 5. E.S.B. 9661/67.*

IRAQ

(99/67) Haberdashery for Ministry of Defence. August 5. E.S.B. 20301/67.*

†*The* **Export Service Bulletin,** *a 'must' for exporters, is published daily from Monday to Friday. A week's issues may contain as many as 500 calls for tender in addition to numerous inquiries from foreign firms for British goods, offers to represent British companies in overseas markets, reports on foreign markets for selected products, etc. Each quarter an issue entitled, 'World Economic Comments', summarizes the economic conditions in more than 100 countries. Special supplements devoted to particular countries are also published from time to time. A year's subscription, which will bring you all the issues, costs* only **£10 10s.**

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If you would like a specimen copy, get in touch with Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7058, Telex 25977, AB: Bothillgate, Ldn.) mentioning the products or countries of special interest to you.

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JAPAN

(99/67) Construction of Steel Girder Bridges for Hanshin Expressway Public Corporation. September 23. E.S.B. 21210/67.*

JORDAN

Jordanian Electric Power Co. Ltd.:
(101/67) Oil and Fuel Tanks. July 12. E.S.B. 21378/67.
(101/67) Mechanical Cooling Towers, July 12. E.S.B. 21379/67.
Jordan Petroleum Refinery Co. Ltd.:
(101/67) Laboratory Equipment. June 20. E.S.B. 21370/67.*
(101/67) Laboratory Equipment. June 20. Tender documents now available. E.S.B. 21371/67.*

KENYA

(103/67) Cable for Posts and Telecommunications Administration. (Advance Information.) E.S.B. 22049/67.

KOREA

Office of Supply:
(99/67) Hooper Cars. June 30. E.S.B. 21259/67.*
(99/67) Rolling Stock. June 30. E.S.B. 21260/67.*

KUWAIT

Ministry of Electricity and Water:
(99/67) Refrigerants. June 18. E.S.B. 21238/67.*
(99/67) Loader. June 25. E.S.B. 21240/67.*
(100/67) Water Meters. June 25. Tender documents now available. E.S.B. 21241/67.*
(102/67) Cables for Central Tenders Committee. June 18. E.S.B. 21396/67.*

LIBYA

(102/67) Hospital Equipment for National Social Insurance Association. (Further Information.) Tender documents now available. E.S.B. 19744/67.*

MALAYSIA

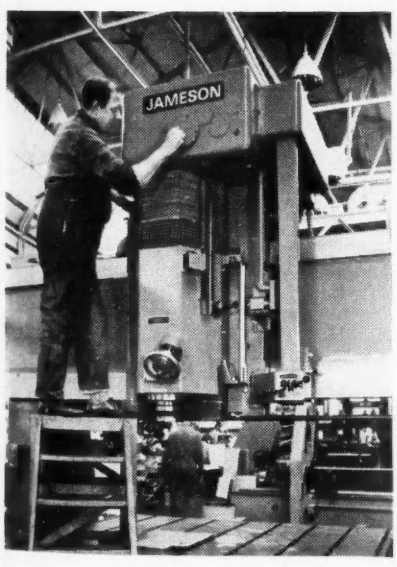
(102/67) Lifts for Public Works Department. June 30. E.S.B. 21399/67.*
Sabah State Railways:
(102/67) Railcars. June 30. E.S.B. 21976/67.
(102/67) Contractors' Plant. July 8. E.S.B. 21339/67.
(99/67) Marine Paints for State Central Tenders Board, July 3. E.S.B. 21202/67.*
Telecommunications Stores and Workshops:
(101/67) Switchboard Cable. July 7. E.S.B. 21397/67.*
(102/67) Wire and Cable. July 7. E.S.B. 21398/67.*

MALTA

Accountant General of Contracts:
(101/67) Napkins. June 14. E.S.B. 21930/67.*
(103/67) Steel Framed Buildings. June 28. E.S.B. 22004/67.*

NEW ZEALAND

(102/67) Cables for Auckland Electric Power Board. July 21. E.S.B. 21394/67.*
General Post Office:
(99/67) Electronic Valves. June 21. E.S.B. 21000/67.*
(100/67) Cotton Canvas. June 22. E.S.B. 21334/67.*



Preparing for despatch one of four Jameson tape controlled heavy-duty drilling machines sold to Eastern European customers. J. L. Jameson of Chessington have exported 40 per cent of their production of NC boring and drilling machines.

(102/67) Frequency Meters. June 23. E.S.B. 21939/67.*
(101/67) Towels for Ministry of Works. June 26. E.S.B. 21333/67.*

PAKISTAN

East Pakistan Industrial Development Corporation:
(101/67) Crude Oil. Postponed June 30. (Further Information.) E.S.B. 15118/67.
(103/67) Tractors and Trailers. June 15. E.S.B. 22010/67.*
Pakistan Eastern Railway:
(100/67) Steel Sheets. June 26. E.S.B. 21203/67.
(100/67) Mild Steel. June 19. E.S.B. 21205/67.
(102/67) Pneumatic Hose for Pakistan Western Railway. (Further Information.) Tender documents now available. E.S.B. 20986/67.*
(102/67) Miscellaneous Machinery and Parts; Chemicals and Dyes for W. P. Small Industries Corporation. June 19. E.S.B. 21361/67.

SAUDI ARABIA

(101/67) Communication Network for Ministry of Communications. August 6. E.S.B. 21318/67.*

SOUTH AFRICA

Cape Provincial Tender Board:
(102/67) Laboratory Equipment. June 20. E.S.B. 21980/67.*
(103/67) Cooking Range. June 16. E.S.B. 21979/67.*
(100/67) Sirens for South African Railways and Harbours. June 23. E.S.B. 21382/67.
State Tender Board:
(102/67) Neomycin Sulphate. June 20. E.S.B. 21973/67.*
(102/67) Butyrometers. June 20. E.S.B. 21983/67.*

SPAIN

(102/67) Wharf Reconstruction for Ministerio de Obras Publicas. June 23. E.S.B. 22001/67.

SUDAN

(100/67) Survey Instruments for Office of Controller of Stores. June 21. E.S.B. 21377/67.

SYRIAN ARAB REPUBLIC

(99/67) Dental Equipment for Damascus University. June 17. E.S.B. 20927/67.*
(99/67) Aircraft Hangar for Directorate General, Damascus International Airport. June 29. E.S.B. 21305/67.
(99/67) Mobile Crane for Water Supply Authority. Closing date not known. E.S.B. 21263/67.*

THAILAND

Metropolitan Electricity Authority:
(100/67) Watt Hour Meters. July 6. E.S.B. 21327/67.*
(101/67) Transformers. July 4. E.S.B. 21326/67.*
(100/67) Transformers for North East Electricity Authority. June 14. E.S.B. 21328/67.
(102/67) Fuses for Provincial Electricity Authority. June 20. E.S.B. 21940/67.
State Railways:
(102/67) Arc Welder. June 21. E.S.B. 21944/67.
(102/67) Gas Cutting Machine. June 22. E.S.B. 21945/67.
(102/67) Riveting Tools. June 22. E.S.B. 21946/67.

TURKEY

(101/67) Construction of Gasworks Extension for Istanbul Electric Tramway and Tunnel Co. August 4. E.S.B. 21355/67.
Naval Forces Command:
(100/67) Paint Raw Materials. July 1. E.S.B. 21287/67.*
(101/67) Portable Fire Pumps. June 20. E.S.B. 21286/67.*
(103/67) Emergency Lanterns. June 18. E.S.B. 21933/67.*
(103/67) Transformer Station Equipment for Turkish Cement Industries Corporation. July 3. E.S.B. 21934/67.
(103/67) Electric Lamps and Fixtures for Turkish Maritime Bank. June 15. E.S.B. 21953/67.*

URUGUAY

State Oil and Alcohol Monopoly:
(99/67) Vanadium Catalyzer. June 22. E.S.B. 21250/67.
(99/67) Sieves and Accessories. June 21. E.S.B. 21248/67.
(99/67) Gas Turbine Generating Sets. 1st Call July 7, 2nd Call July 14. E.S.B. 21254/67.
(100/67) Air Heater Tubes. June 21. E.S.B. 21249/67.
(100/67) Dentist's Chair. June 22. E.S.B. 21251/67.
(100/67) Laboratory Apparatus. June 23. E.S.B. 21252/67.

UNITED ARAB REPUBLIC (EGYPT)

Egyptian Railways:
(100/67) Floor Compounds. June 15. E.S.B. 21380/67.
(100/67) Steel. June 17. E.S.B. 21381/67.

VIETNAM

Industrial Development Center:
(102/67) Barge Building Yard. July 15. E.S.B. 21968/67.*
(102/67) Chemical Plant and Equipment. July 15. E.S.B. 21969/67.*
(103/67) Steel Wool Manufacturing Equipment. July 15. E.S.B. 21978/67.*

ZAMBIA

Central Supply and Tender Board:
(100/67) Front End Loaders. (Further Information.) Tender documents now available. E.S.B. 19019/67.*
(100/67) Concrete Mixers. (Further Information.) Tender documents now available. E.S.B. 19020/67.*
(100/67) Air Compressors. (Further Information.) Tender documents now available. E.S.B. 19022/67.*
(100/67) Bulldozing Equipment. (Further Information.) Tender documents now available. E.S.B. 19015/67.* and 19016/67.*
(100/67) Road Graders. (Further Information.) Tender documents now available. E.S.B. 19017/67.*
(100/67) Road Rollers. (Further Information.) Tender documents now available. E.S.B. 19018/67.*
(101/67) Hoes. June 16. E.S.B. 21357/67.*
(102/67) Cot Blankets. June 16. E.S.B. 21356/67.*
(102/67) Surgical and Medical Supplies. June 23. E.S.B. 21988/67.*
(102/67) Waterproof Capes. June 23. E.S.B. 21991/67.*
(102/67) Locks. June 23. E.S.B. 21993/67.*
(103/67) Denim. June 23. E.S.B. 21992/67.*

Special vertical electric motors at the Yate, Bristol, works of Newman Industries Ltd. being prepared for despatch to Turkey for use on irrigation projects. This type of motor has a hollow drive shaft enabling the shaft of a turbine-type pump to pass right through the centre of the motor for coupling at the top. This simplifies coupling and adjustment of the pump – a point of particular importance on deep well applications. The contract shown is for 50 such motors ranging from 15-100 h.p., but the value of orders received by Newman so far this year for these specialized vertical hollow shaft motors already equals that for the whole of last year.

OVERSEAS COMMERCIAL POSTS

Over 200 official commercial posts in all the main centres of world trade are at the service of the United Kingdom exporter. A full list of their addresses is given on pages i-viii of May 19 issue.

Agency and export opportunities, market surveys, etc.

Brief details are given below of some of the inquiries for British goods, offers to represent British principals, market reports etc., published in recent issues of the **Export Service Bulletin.†**

Further information about these and copies of the Bulletins in which they appeared may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 427, Telex 25977, AB: Bothillgate, Ldn.) at 2s. per copy. Remittance with order, please. Please quote the number in brackets, the country and commodity in all inquiries.

Algeria
(100/67) Inquiry for photographic supplies. E.S.B. 19994/67.
(102/67) Inquiry for foodstuffs; babies nappy making machinery. E.S.B. 20685/67.

Algeria/Cameroon
(103/67) Trade Agreement. C.R.E. 9527/G.

Australia
(102/67) Agency inquiry for marine equipment. E.S.B. 8872/67.
(100/67) Inquiry for barber's requisites; tobacco pouches. E.S.B. 20678/67.
(103/67) Inquiry for thresher bars. E.S.B. 20317/67.
(103/67) Inquiry for angular grit; iron shot. E.S.B. 21094/67.

Austria
(100/67) Agency inquiry for dresses; rainwear. E.S.B. 20463/67.
(101/67) Agency inquiry for paints; polyester filler; spray guns. E.S.B. 17632/67.
(102/67) Inquiry for steel tubes. E.S.B. 16749/67.

Bahamas
(102/67) Agency inquiry for cookers. E.S.B. 20877/67.
(102/67) Inquiry for buses. E.S.B. 21462/67.
(102/67) Inquiry for clothing. E.S.B. 10138/67.

Barbados
(102/67) Inquiry for bedsteads; galvanized sheets; linoleum; sanitaryware; wire mesh; zinc. E.S.B. 19969/67.

Bolivia
(100/67) Inquiry for carpets; gramophones; radios; suitings; toys. E.S.B. 17747/67.
(103/67) Inquiry for generators; poultry rearing equipment. E.S.B. 21641/67.

Canada
(100/67) Agency inquiry for gymnasium apparatus. E.S.B. 21031/67.
(101/67) Agency inquiry for confectionery; foodstuffs. E.S.B. 20883/67.
(103/67) Agency inquiry for photographic equipment and supplies. E.S.B. 4446/67.
(103/67) Inquiry for washing machines. E.S.B. 21403/67.

Chile
(100/67) Inquiry for printing machinery. E.S.B. 20900/67.

† **For further details on the 'Export Service Bulletin' see page 1438.**

Costa Rica
(103/67) Inquiry for agricultural implements. E.S.B. 20360/67

Formosa
(103/67) Tenders – successful bidders. E.S.B. 19699/67.

Germany, Federal Republic of
(101/67) Agency inquiry for chemical auxiliaries. E.S.B. 20839/67.
(101/67) Agency inquiry for printing industry supplies. E.S.B. 21445/67.
(100/67) Anglo-German offset agreement, 1967. C.R.E. 1150/67.
(102/67) Inquiry for measuring instruments. E.S.B. 21631/67.

Greece
(100/67) Inquiry for plastic floorings. E.S.B. 10513/67.

Guyana
(102/67) Agency inquiry for cosmetics; foodstuffs; pharmaceuticals. E.S.B. 17659/67.

India
(102/67) Inquiry for chemicals. E.S.B. 21583/67.

Iraq
(102/67) Agency inquiry for sanitary ware. E.S.B. 20392/67.
(99/67) Inquiry for steel angles. E.S.B. 20879/67.

Israel
(101/67) Agency inquiry for alloys; rivets; solders. E.S.B. 20849/67.
(103/67) Agency inquiry for autoclaves; chemical mixers; sterilizer; tunnel ovens. E.S.B. 19853/67.

Italy
(102/67) Agency inquiry for clothing accessories; slippers. E.S.B. 21151/67.
(102/67) Agency inquiry for knitwear; piece-goods; rainwear. E.S.B. 21100/67.
(102/67) Inquiry for outerwear. E.S.B. 21003/67.
(103/67) Inquiry for hardware; household goods; tools. E.S.B. 16105/67.

Jamaica
(100/67) Inquiry for rubber gaskets. E.S.B. 21172/67.

Japan
(103/67) Inquiry for septic tanks. E.S.B. 8190/67.

Jordan
(103/67) Inquiry for boats; diving equipment; fishing tackle; generators. E.S.B. 21831/67.

Kenya
(103/67) Inquiry for educational equipment. E.S.B. 21447/67.

Lebanon
(102/67) Agency inquiry for automotive spare parts and accessories; mechanics tools. E.S.B. 21170/67.

Malawi
(100/67) Agency inquiry for dictation machines. E.S.B. 16842/67

Malta
(99/67) Agency inquiry for confectionery; cosmetics; foodstuffs; pharmaceuticals. E.S.B. 17611/67.
(100/67) Agency inquiry for biscuits; confectionery; cosmetics; photo-copying machines. E.S.B. 19427/67.
(100/67) Agency inquiry for door frames; metal fillers; windows. E.S.B. 18430/67.
(102/67) Agency inquiry for confectionery; foodstuffs. E.S.B. 19110/67.
(102/67) Agency inquiry for confectionery; footwear. E.S.B. 18301/67.
(102/67) Agency inquiry for foodstuffs. E.S.B. 21576/67 and E.S.B. 5055/67.
(103/67) Agency inquiry for biscuits; confectionery. E.S.B. 16337/67.
(103/67) Agency inquiry for blankets; floor coverings; footwear; outerwear; piece-goods; plastics; underwear. E.S.B. 21074/66.
(103/67) Agency inquiry for cement elevators; roofing materials; wall plaster. E.S.B. 20410/67.
(103/67) Agency inquiry for chocolates; doors and windows; paints; pipes; sanitaryware. E.S.B. 18830/67.
(103/67) Agency inquiry for kitchen equipment. E.S.B. 17508/67.

Mauritius
(103/67) Agency inquiry for clothing; foodstuffs and beverages; footwear; piece-goods; suitings. E.S.B. 18437/67.

Mexico
(100/67) Inquiry for steel sheets; steel products. E.S.B. 17771/67.

Nicaragua
(102/67) Inquiry for paper. E.S.B. 9113/67.

North America
(99/67) Store buyers visits. E.S.B. 4763/67.

Pakistan
(103/67) Agency inquiry for cable. E.S.B. 21056/67.
(100/67) Inquiry for gas cooker parts; refrigerator parts. E.S.B. 21137/67.
(100/67) Inquiry for loom shuttle manufacturing plant. E.S.B. 20840/67.

Panama
(103/67) Inquiry for industrial plant and equipment. E.S.B. 18498/67.

Saudi Arabia
(100/67) Inquiry for detergents; foodstuffs; soap. E.S.B. 21165/67.

Singapore/Hungary
(99/67) Trade Agreement. C.R.E. 17341/G.

Singapore/Rumania
(99/67) Trade Agreement. C.R.E. 19557/G.

South Africa
(102/67) Inquiry for wall coatings. E.S.B. 16857/67.
(103/67) Inquiry for diesel generating sets. E.S.B. 22132/67.

Spain
(99/67) Agency inquiry for horticultural equipment; insecticides. E.S.B. 19980/67.

Sudan
(102/67) Inquiry for building materials; electrical supplies; textiles. E.S.B. 14005/67.

Sweden
(99/67) Agency inquiry for clothing. E.S.B. 20868/67.
(102/67) Agency inquiry for dresses. E.S.B. 21406/67.
(103/67) Agency inquiry for suitings; tweeds. E.S.B. 14059/67.
(99/67) Inquiry for polyethylene foam. E.S.B. 20830/67.

Sweden/Poland
(99/67) Trade Agreement. C.R.E. 5055/G.

Switzerland
(102/67) Agency inquiry for catering equipment; kitchen equipment. E.S.B. 21111/67.
(102/67) Agency inquiry for shirting material. E.S.B. 21108/67.
(101/67) Inquiry for conveyor belts. E.S.B. 21182/67.

Uganda
(100/67) Inquiry for note compressing machines. E.S.B. 21071/67.

United States
(99/67) Inquiry for drill heads. E.S.B. 20851/67.
(99/67) Inquiry for steel. E.S.B. 21097/67.
(99/67) Manufacture under licence in Britain – socks. E.S.B. 2975/67.
(100/67) Inquiry for electrical parts. E.S.B. 21135/67.
(101/67) Inquiry for camera lenses. E.S.B. 15919/67.
(101/67) Inquiry for thermoplastics. E.S.B. 21017/67.

Various
(102/67) Visits by British overseas commercial representatives. E.S.B. 6865/66.

ELECTRIC MOTORS? For operation abroad? after service available?
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Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of the **Journal** *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the **Journal** *should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.*

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

THE NETHERLANDS

Import duty tariff quotas

A NETHERLANDS MINISTERIAL Order No. D7/3532 of May 16, 1967 (*'Nederlandse Straatscourant'* No. 92 of May 16) contains an addition (reproduced below) to the list of goods to be admitted at a reduced rate of import duty up to an annual quota specified against each item when imported from *non-EEC* countries.

Goods imported under the terms of this Order may *not* be re-exported from the Netherlands before they have undergone some form of further manufacture or treatment. (Cleaning, sifting, washing, dyeing bottling, packing in bags, affixing labels, etc., will not be regarded as having been further manufactured or treated.)

The Order came into force from May 18, 1967.

Addition

Tariff No.	Description of Goods	Annual Quota (Quantity: Metric tons)		Reduced Duty (Per cent)	
		OLD (Prior to Jan. 1, 1967)	NEW (From Jan. 1, 1967)	OLD (Prior to Jan. 1, 1967)	NEW (From Jan. 1, 1967)
77.01 A	Unwrought magnesium . .	190	262*	1·5	1·5

* Quota for the period from January 1, 1967, to July 31, 1967, inclusive.

CYPRUS

Import licensing and marking of goods

THE BOARD OF TRADE have been notified that the following items, referred to in the Second Schedule of the Cyprus Customs Tariff Law No. 32 of 1961 and subsequent amendments, have been added to the list of goods for which a specific import licence is required:

Item No.	Description of goods
001-01/09	Live animals chiefly for food.
011-01/03	Meat, fresh, chilled or frozen (beef, mutton, pork).
011-04	Poultry, killed or dressed.
011-09	Fresh, chilled or frozen meat, n.e.s., as follows: (a) Hares, pheasants, partridges and other game admitted as such by the Director of the Department of Customs and Excise. (b) Other, including edible offals and horsemeat.
012-01	Bacon, ham and salted pork (not in airtight containers).
012-02/03	Beef and veal, smoked, dried or salted; other smoked, dried or salted meats (not in airtight containers).
013-01	Sausages of all kinds, not in airtight containers.
013-02	Meat and meat preparations in airtight containers (including meat cooked with vegetables), as follows: (a) Bacon. (b) Other.
013-09	Meat extracts and meat preparations, n.e.s.
021-01	Fresh milk and cream (including buttermilk, skim milk, sour milk, yoghourt, sour cream and whey).
022-01	Evaporated or condensed milk and cream, in liquid or semi-solid form, as follows: (a) Cream, classified as such by the Director of the Department of Customs and Excise. (b) Milk, including buttermilk, skim milk and whey.
022-02	Dry milk and cream in solid form, such as blocks and powder, including for animal feed.
024-01	Cheese and curd.
025-01	Eggs in the shell, as follows: (a) Imported to the satisfaction of the Director of the Department of Customs and Excise for incubation purposes. (b) Imported during the months of November, December, January and February. (c) Other.
025-02	Eggs not in the shell, liquid, frozen or dried.
026-01	Natural honey.
029-09	Ice cream, ice cream powder, malted milk, food preparations with a basis of milk or egg; and other dairy products, n.e.s., as follows: (a) Ice cream. (b) Other.
041-01	Wheat and spelt, unmilled.
043-01	Barley, unmilled.
045-01/09	Cereals, unmilled, n.e.s., including canary seed.
046-01	Meal and flour of wheat and spelt, as follows: (a) Plain flour with no added substance, in containers of not less than 20 okes gross weight. (b) Other including semolina.
047-01/09	Meal and flour of other cereals, n.e.s.
048-03	Macaroni, spaghetti, noodles, vermicelli and similar preparations.
051-01/02	Citrus fruits, fresh or chilled.
051-07	Edible nuts, including fresh coconuts, but excluding unprocessed groundnuts and other nuts chiefly used for the extracting of oil (see section 2), as follows: (a) Salted or otherwise processed, including salted groundnuts (peanuts), classified as such by the Director of the Department of Customs and Excise. (b) Other, including desiccated coconut.
052-01	Dried fruit, including artificially dehydrated.
053-01	Preserved fruits, including frozen, whole or in pieces, as follows: (a) Olives in temporary preservatives, such as brine, excluding olives put up in packages for retail sale. (b) Other.
053-04	Fruit juices, unfermented, whether frozen or not, including syrups and natural fruit flavours, as follows: (a) Fruit juices without added sugar, in containers other than for retail sale, admitted as such by the Director of the Department of Customs and Excise. (b) Other.
054-01	Potatoes, fresh or chilled; seed potatoes.
054-09	Vegetables, fresh, chilled or frozen, or in temporary preservatives, n.e.s.
055-01	Vegetables, dehydrated.
055-04	Flour and flakes of potatoes, vegetables and fruit (including cornflour, sago, tapioca and all other starches prepared for use as food), as follows: (a) Potato chips; potato puree; mashed potatoes. (b) Other.
071-02	Coffee, roasted, including ground.
081-01	Hay and fodder, green or dry.
081-02	Bran, pollard, sharps and other cereal residues and by-products.
081-09	Prepared animal feed and food waste, n.e.s., as follows: (a) Dog biscuits; prepared foods for domestic animals and birds classified as such by the Director of the Department of Customs and Excise. (b) Other.
099-09	Food preparations, n.e.s., as follows: (a) Vinegar; tomato sauces and ketchup; flavoured salts. (b) Concentrated jellies and artificial jams. (c) Other.
111-01	Non-alcoholic beverages, not including fruit or vegetable juices.
112-01	Wine, including grape must, as follows: (a) Sparkling wine. (b) Still wine, in bottle. (c) Other.
112-02	Cider, perry, and fermented fruit juice, n.e.s.
112-03	Beer, including ale, stout, porter and other fermented cereal beverages.
112-04	Distilled alcoholic beverages, as follows: (a) Imported in bottle, of a strength not exceeding 80% of proof spirit. (b) Whisky. (c) Other.
121-01]	Tobacco, unmanufactured, including scrap tobacco and tobacco stems: (a) Known as Virginia or Virginia type tobacco and including any tobacco containing 50% or more of any such Virginia or Virginia type tobacco. (b) Other.

(*Continued on page* 1443)

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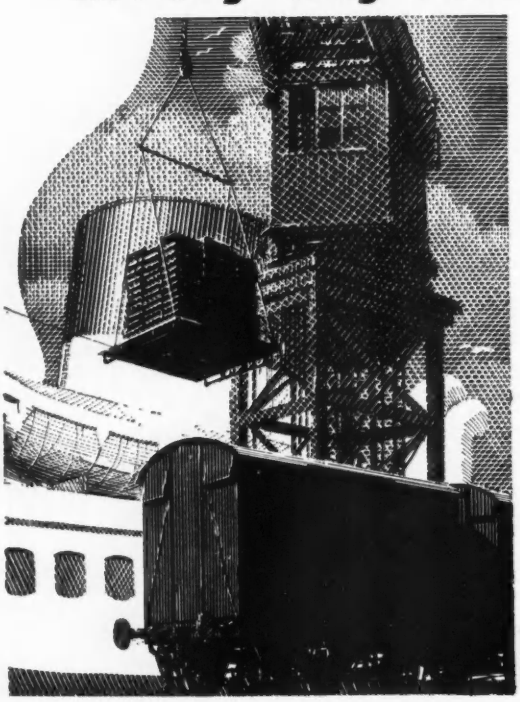

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Harwich—Hook of Holland

Item No.	Description of goods
221-01	Groundnuts (peanuts), green, whether shelled or unshelled, including groundnut meal, but excluding groundnuts, salted or otherwise prepserved.
262-01/08	Wool and other animal hair. crude or waste.
263-01	Raw cotton, other than linters.
263-04	Cotton linters; cotton mill waste; cotton, carded or combed.
265-02	Hemp and hemp tow and waste.
412-05	Olive oil, as follows: (a) Olive kernel oil, admitted as such by the Director of the Department of Customs and Excise. (b) Other.
413-04	Waxes of animal and vegetable origin (including beeswax, carnauba wax), as follows: (a) Beeswax. (b) Other.
511-09	Inorganic compounds and chemical elements, including radio-active isotopes, n.e.s.
512-01	Organic acids and anhydrides, as follows: (a) Acetic acid for human consumption classified as such by the Director of the Department of Customs and Excise. (b) Other.
512-02	Ethyl alcohol, denatured or not. Provided that the Director of the Department of Customs and Excise may authorize the import of ethyl alcohol, subject to such conditions as he may impose, free of duty from preferential sources or on payment of duty at 5% *ad valorem* from other sources, for a specified use in art, industry, or manufacture if he is satisfied that alcohol of local manufactures suitable for such use is not obtainable in Cyrpus.
512-04	Alcohols, n.e.s.
512-09	Organic compounds, n.e.s., as follows: (a) Saccharin, dulcin and similar substances classified as such by the Director of the Department of Customs and Excise. (Articles containing more than 5% by weight of saccharin are chargeable if they consisted wholly of saccharin and articles containing 5% or less by weight of saccharin are chargeable separately in accordance with the proportion of saccharin content as saccharin and the remaining ingredients as classifiable according to their nature.) (b) Sugars, including dextrose, fructose, glucose and levulose, chemically pure, classified as such by the Director of the Department of Customs and Excise. (c) Citric acid, tartaric acid. (d) Rennet and naphthalene. (e) Other.
551-01	Essential vegetable oils, as follows: (a) Citrus oils, classified as such by the Director of the Department of Customs and Excise. (b) Other.
551-02	Synthetic and similar flavouring materials and concentrates; synthetic perfumery materials; enfleurage greases; mixtures of alcohol and essential oils, as follows: (a) Materials packaged for retail sale; materials and concentrates containing cola flavouring; mixtures of alcohol and essential oils classified as such by the Director of the Department of Customs and Excise. (b) Materials and concentrates containing citrus flavouring, classified as such by the Director of the Department of Customs and Excise. (c) Other.
552-02	Soaps and cleansing preparations, as follows: (a) Detergents, mixed, compounded, or otherwise prepared, whether or not in retail packages. (b) Soaps, perfumed or toilet types. (c) Soaps, common, in bars or blocks. (d) Other.
552-03	Polishes, pastes, powder, waxes, and similar preparations for polishing and preserving leather, wood, metal, glass, and other materials.
591-01	Propellent powders, prepared explosives and hunting and sporting ammunition, as follows: (a) Blasting powder, dynamite and similar explosive substances; cartridge starting devices for machinery admitted as such by the Director of the Department of Customs and Excise. (b) Other, including lead shot.
591-03	Fireworks and other pyrotechnical articles, as follows: (a) Fireworks, classified as such by the Director of the Department of Customs and Excise. (b) Other.
632-01	Boxes, cases, crates, and parts thereof, including hooks cut to size.
632-03	Builder's woodwork, including doors, sashes and flooring, and ready cut wooden parts of buildings with or without fittings and accessories, as follows: (a) Parquet flooring. (b) Other.
642-01	Paper bags, cardboard boxes and other containers of paper and cardboard, as follows: (a) Two-ply (or more) paper bags of an area not less than 1½ sq. feet; carton boxes specially designed for the packing of products produced or manufactured in the Republic for export, admitted as such by the Director of the Department of Customs and Excise and subject to such conditions as he may impose. (b) Cigarette cartons and jewellery cases, classified as such by the Director of the Department of Customs and Excise. (c) Other. (d) Paper bags for packing macaroni.
652-01	Cotton fabrics, grey, unbleached, as follows: (a) Canvas, admitted as such by the Director of the Department of Customs and Excise. (b) Other.
652-02	Cotton fabrics, bleached, dyed, mercerized, printed or otherwise finished, as follows: (a) Gingham and similar yarn dyed plain-weave light weight fabrics in plain colours, stripes or checks, classified as such by the Director of the Department of Customs and Excise. (b) Cotton gaberdine; denim and similar yarn-dyed coating and trousering cloth, classified as such by the Director of the Department of Customs and Excise. (c) Cotton towelling fabrics suitable for face and bath towels (terry and towelling fabrics), classified as such by the Fiscal Officer. (d) Other.
654-04	Embroidery in the piece, in strips or in motifs.
656-04	Bed linen, table linen, toilet linen, kitchen linen, of all textile materials, as follows: (a) Embroidery, classified as such by the Director of the Department of Customs and Excise. (b) Other. (c) Face towels, bath towels, table cloths, serviettes.
661-02	Cement (other than refractory and hydraulic).
662-02	Wall tiles, floor tiles, and other construction products of ceramic materials, u.e.s.
681-12	Wire rods and wire, coated or not, as follows: (a) Hard drawn steel nail wire; hard drawn steel galvanized wire of over 20 gauge and coppered mild steel wire of gauge 8-13; . . . wire rods of not less than 3 mm. in diameter; imported by a manufacturer of nails or bed and upholstery springs or wires or wire and steel wool which the Director of the Department of Customs and Excise is satisfied will be used solely in the manufacture of nails or bed and upholstery springs or wires or wire and steel wool in the Republic. (b) Coated, other. (c) Coated.
691-01	Firearms of war, except revolvers and pistols.
691-03	Projectiles and ammunition, other than hunting or sporting.
699-05/06	Wire netting, wire fencing, wire grills, wire mesh and expanded metal of all base metals, as follows: (a) Barbed wire. (b) Wire fencing, wire netting. (c) Other.
699-07	Nails, bolts, nuts, washers, rivets, screws, and similar articles of all base metals, as follows: (a) Wire nails. (b) Other.
699-13	Household utensils (excluding electric) of all base metals, as follows: (a) Handles for aluminium household utensils, admitted as such by the Director of the Department of Customs and Excise. (b) Buckets. (c) Other.
699-29	Manufactures of base metal, n.e.s.
711-01	Steam generating boilers.
711-09	Wind engines, hot air engines, water wheels and water turbines, gas turbines and other engines, n.e.s.
715-01	Machine tools for working metals, such as lathes, and boring, drilling, gear-cutting, grinding, milling, reaming, and planing machines.
716-01	Pumps for liquids, as follows: (a) For retail distribution of beer or petrol products. (b) Other.
716-04	Wood working machinery.
716-06	Machinery for paper mills and pulp mills and for the manufacture of paper.
716-07	Printing and bookbinding machinery and accessories.
716-08	Textile machinery and accessories, including bobbins, spools and similar articles, as follows: (a) Domestic washing machines (not electric). (b) Laundering and dry cleaning machinery. (c) Other.
716-11	Sewing machines, household and industrial, including heads, needles and parts.
716-12	Air conditioning and refrigerating equipment (excluding electric fans, classified under 721-12, and domestic refrigerators, classified under 899-08).
716-13	Machinery and appliances (non-electrical or merely powered by electric motors), n.e.s.
821-01/02	Wood and metal furniture and fixtures, as follows: (a) Hospital beds, admitted as such by the Director of the Department of Customs and Excise, medical and surgical furniture, operating tables, dentist's chairs and pedestals, church pews, printing-type cupboards. (b) Slotted angles and similar parts of metal furniture imported for assembly in Cyprus, admitted as such by the Director of the Department of Customs and Excise. (c) Other, excluding metal. (d) Other.
841-01	Hosiery.
841-02 841-04	Underwear and nightwear, including bath robes, bathing wear and shirts.
841-03 841-05	Outerwear, n.e.s., as follows: (a) Jumpers, sweaters, cardigans, pullovers and blouses of all materials, knit or made of knitted fabric. (b) Coats, jackets, slacks, suits, dresses, trousers, blazers and jumpers of all materials, other than knit or made of knitted fabric. (c) Other.
851-01	Slippers and house footwear of all materials, except rubber.
851-09	Gaiters, spats, leggings, puttees and other footwear, n.e.s.
899-02	Matches.
899-07	Articles of plastics for table, household, hotel or restaurant use, including ornaments.
899-11	Articles of plastics, n.e.s.
921-01	Horses, asses and mules.
921-09	Cats, dogs, and other live animals and birds not for food.

All goods destined for importation into Cyprus should bear a clear and indelible marking of their country of origin.

The notice also states that the above does not apply to:

(a) Returned goods and special transactions within the tariff classifications 931-01 and 931-02.

(b) Gifts, provided that the Director of Customs is satisfied that:

(i) they are bona fide unsolicited gifts and are not imported as merchandise or for sale or for commercial or professional use, and

(ii) their value does not exceed £10.

All inquiries relating to this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, Room E48, 35 Old Bailey, London, E.C.4 (Tel 01-248 5757, Ext. 471/2/3).

A LIBRARY FOR EXPORTERS

Foreign trade statistics and other economic statistics from almost every country in the world are freely available for reference in the Board of Trade **Statistics and Market Intelligence Library** *at Hillgate House, 35 Old Bailey, London, E.C.4. This is a modern well-equipped library of over 85,000 volumes. It has a reading-room for visitors, and provides a document-copying service. There are trade directories covering 150 countries, and an expanding collection of trade catalogues of foreign manufacturers. A brochure describing the library's services more fully is available on request.*

The library opens from 9 to 5.30, Mondays to Fridays. (Tel. 01-248 5757, Ext. 368 or Telex No. 25977).

TURKEY

Global import quotas and liberalization lists

THE FOLLOWING amendments should be made to the Turkish import lists published in the *Board of Trade Journal* on January 27, 1967 (pages 228-238) and February 3, 1967 (pages 298-303).

Global import quotas

Page No.	Quota Serial No.	Tariff Statis. No.	
231	128	40.11.11 12 21 22	The $1 million Importers' quota against this item is subject to certain procedures and principles and details of these, including a list of tyre sizes that cannot be imported can be seen at Tariff Section, Export Services Branch, Board of Trade (address as below).
238	445	Miscellaneous	A supplementary allocation of $100,000 is transferred to this item from Quota Serial No. 442.

Liberalization List II

Page No.	Tariff Statis. No.	
303	87.06	A detailed breakdown of the parts, accessories and components importable under this item can be seen at Tariff Section, Export Services Branch, Board of Trade (address as below).

Inquiries about this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Room E53, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460 or 462).

LEBANON

Re-exportation of imported goods

UNDER A decree published in the Lebanese Official *Gazette* of April 24, 1967, regulations allowing the refund of customs duty following the re-exportation of imported goods, have been cancelled. This does not, however, include the drawback of duty in respect of goods returned to their country of origin or to the exporting country as provided for in Article 245 of the Customs code.

Under Article 245 goods returned to the country of origin, or to the exporting country, for reasons considered acceptable by the Customs Administration, shall benefit from a reimbursement of duties levied upon entry, subject to conditions laid down by this Administration.

All inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2221), quoting reference CRE 659/G.

Customs tariff

THE FOLLOWING amendments have been made to the Lebanese Customs Tariff.

Heading No.	Description of Goods	Basis for Collection	Normal Tariff
80.06	Other articles of tin:		
11	a. Tubes prepared for the pharmaceutical industry (1)	*Ad valorem*	Free
21	b. Other	*Ad valorem*	18%

(1) Exemption applicable subject to compliance with the conditions and provisions stipulated by the Customs Administration.

All inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460/462).

ALGERIA

Metallurgical import monopoly

THE ALGERIAN *Journal Officiel* of May 5 announced that the state steel company *Société Nationale de Sidérurgie* (SNS) (2 rue de Chenoua, Hydra-Algiers) had been given the import monopoly of the ferrous and non-ferrous semi-finished goods, etc., listed below. Particulars of the import procedures to be adopted by the SNS have yet to be announced.

Tariff No.	Description
73-01	Pig iron, cast iron and spiegeleisen, in pigs, blocks, lumps and similar forms.
73-02	Ferro-alloys.
73-04	Shot and angular grit, of iron or steel, whether or not graded; wire pellets of iron or steel.
73-06	Puddled bars and pilings; ingots, blocks, lumps and similar forms, of iron or steel.
73-07	Blooms, billets, slabs and sheet bars (including tinplate bars), of iron or steel; pieces roughly shaped by forging, of iron or steel.
73-08	Iron or steel coils for re-rolling.
73-09	Universal plates of iron or steel.
73-10	Bars and rods (including wire-rod), of iron or steel, hot-rolled, forged, extruded, cold-formed or cold-finished (including precision-made); hollow mining drill steel.
73-11	Angles, shapes and sections, of iron or steel, hot-rolled, forged, extruded, cold-formed or cold-finished; sheet piling of iron of steel, whether or not drilled, punched or made from assembled elements.
73-12	Hoop and strip, of iron or steel, hot-rolled or cold-rolled.
73-13	Sheets and plates, of iron or steel, hot-rolled or cold-rolled.
73-14	Iron or steel wire, whether or not coated, but not insulated.
73-15	Alloy steel and high carbon steel in the forms mentioned in headings Nos. 73-06 to 73-14.
73-16	Railway and tramway track construction material of iron and steel, the following: rails, check-rails, switch blades, crossings (or frogs), crossing pieces, point rods, rack rails, sleepers, fishplates, chairs, chair wedges, sole plates, rail clips, bedplates and ties.
73-17	Tubes and pipes, of cast iron.
73-18	Tubes and pipes and blanks therefor, of iron (other than of cast iron) or steel, excluding high-pressure hydro-electric conduits.
73-20	Tube and pipe fittings, of iron or steel.
73-21	Structures, complete or incomplete, whether or not assembled, and parts of structures, of iron or steel.
73-27	Gauze, cloth, grill, netting, fencing, reinforcing fabrics and similar materials, of iron or steel wire.
73-31	Nails and tacks, of iron or steel.
74-03	Wrought bars, rods, angles, shapes and sections, of copper; copper wire.
74-04	Wrought plates, sheets and strip, of copper.
74-05	Copper foil of a thickness not exceeding 0·15 mm.
74-07	Tubes and pipes and blanks therefor, of copper; hollow bars of copper.
74-11	Gauze, cloth, grill, netting, fencing, reinforcing fabric and similar materials (including endless bands), of copper wire.
74-14	Nails and tacks of iron or steel with heads of copper.
75-02	Wrought bars, rods, angles, shapes and sections, of nickel; nickel wire.
75-03	Wrought plates, sheets and strip, of nickel; nickel foil.
75-04	Tubes and pipes and blanks therefor, of nickel; hollow bars and tube and pipe fittings of nickel.
76-02	Wrought bars, rods, angles, shapes and sections of aluminium; aluminium wire.
76-04	Aluminium foil.
76-06	Tubes and pipes and blanks therefor, of aluminium; hollow bars of aluminium.
76-08	Structures and parts of structures; plates, rods, etc., of aluminium.
76-13	Gauze, cloth, grill, netting, reinforcing fabric and similar materials, of aluminium wire.
78-02	Wrought bars, rods, angles, shapes and sections, of lead; lead wire.
78-03	Wrought plates, sheets, and strip, of lead.
78-05	Tubes and pipes and blanks therefor, of lead; hollow bars and tube and pipe fittings, of lead.
79-02	Wrought bars, rods, angles, shapes and sections of zinc; zinc wire.
79-03	Wrought plates, sheets, and strip, of zinc; zinc foil.
79-04	Tubes and pipes and blanks therefor, of zinc; hollow bars and tube and pipe fittings, of zinc.
79-06	Other articles of zinc (gauze, cloth, grill and netting of zinc).
80-02	Wrought bars, angles, shapes and sections, of tin; tin wire.
80-03	Wrought plates, sheets and strip, of tin.
80-04	Tin foil.
80-05	Tubes and pipes and blanks therefor, of tin; hollow bars and tube and pipe fittings, of tin.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. 01-248 5757, Ext. 479-481.)

EXPORT INQUIRIES

Most of the detailed information which British traders may need to help them sell their goods overseas can be obtained by contacting the nearest Regional Office of the Board of Trade or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757).

It may save you time if your export inquiries are sent in the first place to the Board of Trade rather than to Trade Commissioners or Commercial officers overseas. A list of addresses of Regional Offices of the Board of Trade is given on page iv of May 26 issue.

Customs tariff modifications

THE MOROCCAN *Bulletin Officiel* of May 3, 1967, published the following details of modifications to the table of customs duties (*ad valorem*) levied on imports into Morocco. The new rates came into effect as from May 5.

Tariff No.	Description	Tariff	
		General	Working
63-01	Clothing, clothing accessories, travelling rugs and and blankets, household linen and furnishing articles (other than articles falling within heading No. 58-01, 58-02 or 58-03), of textile materials, footwear and headgear of any material, showing signs of appreciable wear and imported in bulk, bales, sacks or similar bulk packings	600	400

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 479-481).

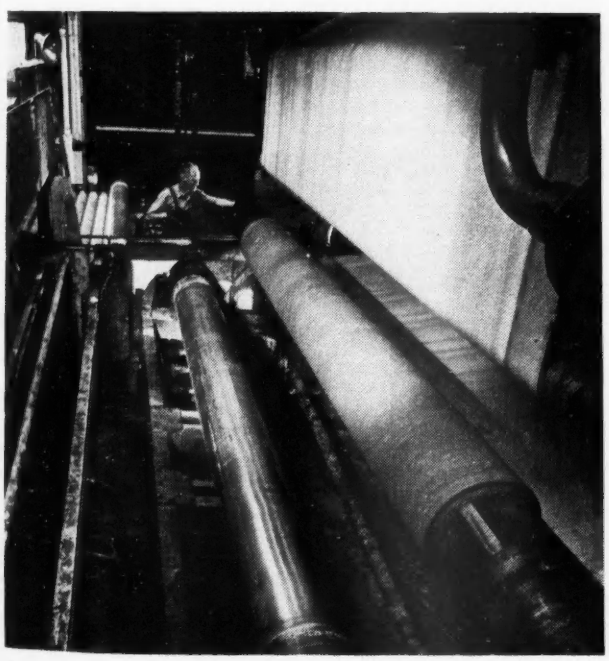
REPUBLIC OF SENEGAL

Global import quotas 1967

IT HAS BEEN announced in Dakar that the following global quotas have been made available for imports into Senegal for the year ending December 31, 1967. The closing date for applications is May 31 for all items except commercial vehicles up to 3 tons and private cars, the closing date for which is September 30.

Description of item	Amount of quota (in French francs)
Private cars	2,520,000
Commercial vehicles up to 3 tons	2,904,000
Milk	217,368
Beer	229,724
Drinks other than whisky and gin	396,000

(*Continued on next page*)



An Everite pressure pipe leaving the production machine at the Widnes works of Turners Asbestos Cement Co. Ltd., a Turner & Newall company. The pipes, used for water mains and other pressure applications in many parts of the world, are built up on mandrels from successive layers of asbestos cement film.

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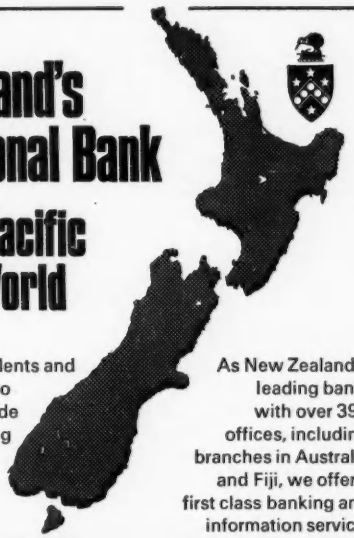

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REPUBLIC OF SENEGAL, *continued*

Description of item	Amount of quota (in French francs)
Whisky and gin	1,980,000
Sugar confectionery, cocoa and cocoa preparations, and preparations of cereals	833,976
Living animals, meat, edible offal, fish, shells, eggs and honey, vegetables, flowers, plants, tubers, tea, maté, spices, cereals other than flour, nuts, grease, oil except palm and groundnut oil	16,004,229
Raw and manufactured tobacco	2,486,000
Various mineral products including sulphur, oils, iron and steel products, metallurgical minerals	870,835
Pharmaceutical products, colouring materials, insecticides	1,380,289
Plastics materials	1,486,000
Miscellaneous chemical products including fertilizers, essential oils, soaps, explosives, photographic material	1,638,291
Printed cotton and synthetic materials	4,244,968
Cost of printing on French and Senegalese unbleached fabrics	2,284,895
Unprinted synthetic fabrics	462,000
Jute sacks	1,904,720
Knitted and crocheted goods, clothing and accessories	446,521
Household articles and miscellaneous articles of base metals, storm lanterns	2,682,506
Tools and cutlery	379,500
Watches and clocks	100,000
Refrigerators	1,000,000
Domestic radio apparatus	1,190,840
Office equipment, electrical consumer goods, mechanical consumer goods, optical goods, photographic and cinema equipment	2,986,882
Leather and paper goods, synthetic yarn wool, cotton, carpets, fishing nets, twine, cordage, ropes, cables, made-up clothing and shoes (other than those prohibited), headgear, umbrellas, china, glass, fine pearls, musical instruments, furniture, toys and games, brooms, brushes and miscellaneous	9,283,527

Inquiries about this notice should be made to Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

PORTUGUESE WEST AFRICA (ANGOLA)

Modifications to customs tariff

THE PORTUGUESE *Diario do Governo*, First Series, No. 100 of April 27, 1967 publishes Decree Law No. 47654, which amends the minimum import tariff of Angola as follows:

Tariff Item	Description	Minimum Import Duty	
		Old Rate	New Rate
70.13	Glassware (other than articles falling in heading 70.19) of a kind commonly used for table, kitchen, toilet or office purposes, for indoor decoration, or for similar uses:	(Escudos per Kg.)	(Escudos per Kg.)
	Note: Stoppers or other closures imported with the articles for which intended shall be dutiable at same rates as those articles. When imported separately, they shall be dutiable at the rates applicable thereto.		
	01. Of glass with a low co-efficient of expansion	9·00	6·00
	Of other glass:	(*Ad valorem*)	
	02. Coloured, matt, engraved, irisated, cut, marbled, opaque, opaline, painted or moulded, with hollows or protruding parts	50%	10·00
	Note: This heading does not cover articles bearing a simple engraved mark or inscription, nor those with a matt part intended to be inscribed.		
	03. Not specified	50%	10·00

IRAN

Income Tax Law

DETAILS OF the new Iranian Income Tax Law have recently been issued. A translated copy of the law is being held by the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 3508).

MALAYSIA

Import restrictions

NOTICE TO IMPORTERS (States of Malaya and Penang Island) No. 3, of 1967, states that with effect from May 11, 1967, the importation of 'wheat, spelt and meslin, unmilled', classified under Tariff Code No. 041000 into the Principal Customs Area of the States of Malaya and into Penang Island from any country, is subject to specific licensing. Importers are required to prove their import performance in 1966 within one month of the issue of this Notice, and those who have no past performance will not be allowed to import the commodity.

Import licences will be issued for every quarterly period, the first period commencing on May 16, 1967, and ending on August 17, 1967.

SINGAPORE

Pioneer industries ordinance

THE BOARD OF TRADE have been informed by cable that the Singapore Government has declared that the undermentioned industries and products to be 'pioneer industries' and 'pioneer products' under the Pioneer Industries (Relief from Income Tax) Ordinance, 1959:

Industries	*Products*
1. Metal working	(a) Toy vehicles, all types (b) Electric and gas cookers for commercial and industrial use
2. Steelmaking and rolling	Wire rods
3. Metal working	Enamelled casings of electric and gas cookers

A preliminary notice of the intention of the Singapore Government to designate these products appeared in the *Board of Trade Journal* of March 3, 1967, page 613. Further inquiries about the Pioneer Industries legislation may be made to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2273), quoting reference CRE 6197/4/G.

AUSTRALIA

Tariff Board inquiry

THE AUSTRALIAN Minister for Trade and Industry has referred to the Tariff Board for inquiry and report the question whether assistance should be accorded the production of **leather** of a kind that if imported would fall within tariff item 41.03 in relation to imports of **hogskin leather** falling within tariff item 41.05.1.

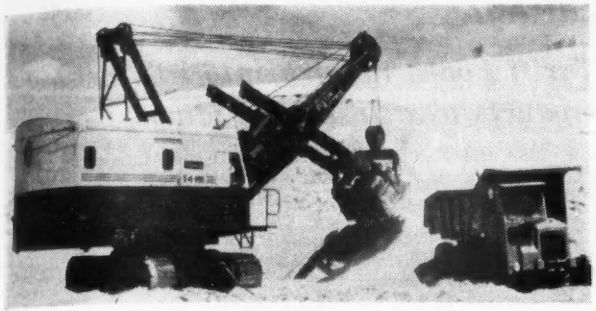
This reference has been made as the result of representations from local industry.

Details of the tariff items under which the above-mentioned goods are dutiable are given below:

Tariff Item	Goods	Rates of Duty	
		General	Preferential
41.03	Sheep and lamb skin leather, other than leather falling within item 41.06, 41.07 or 41.08:		
41.03.1	Crust or rough tanned:		
41.03.110	Persian sheep and lamb skin leather; skivers	Free	Free
41.03.190	Other	22½%	10%
41.03.900	Other	22½%	10%
41.05	Other kinds of leather, other than leather falling within item 41.06, 41.07 or 41.08:		
41.05.100	Hogskin	Free	Free
*41.06.000	Chamois – dressed leather	22½%	10%
*41.07	Parchment – dressed leather:		
*41.07.100	Fine parchments and vellums	7½%	Free
*41.07.900	Other	37½%	17½%
*41.08	Patent leather and imitation patent leather; metallized leather:		
*41.08.100	Patent	12½%	5%
*41.08.900	Other	22½%	10%

*Shown for information only; does not form part of the reference.

This matter has been reported by telegraph by HM Minister (Commercial) at Canberra, who has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure, notification in this instance should be given to the Australian authorities **not later than June 14.** Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference No. CRE 1243/67.



The Broken Hill Proprietary Company Limited recently completed a $7 million venture at Coffin Bay, South Australia. Rising 50 to 60 ft. above the surrounding countryside, the sand dunes at Coffin Bay are continually on the march and have to be controlled. Especially selected for the job of transporting the lime sand from the work face are three 15-ton capacity Scammell Himalayan 6 x 4 dump trucks, fitted with the Leyland 0.680 diesel engine. The Himalayans are to standard specification, having a 6-speed crawler gearbox and twin heavy duty fully floating driving axles of 24 ton capacity. The Himalayans take the loads to a hopper and from here a conveyor system takes the sand to one of three 1,000 ton capacity bins that straddle the terminus of the tramway from Port Lincoln.

Revision of customs by-laws

THE AUSTRALIAN Department of Customs and Excise have announced changes in the by-laws shown below:

New by-laws

The following goods will be admitted under by-law until further notice:

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
Yarns, glass fibre, in the following counts: 900 and 1,800	70·20	Free
Hoop and strip, steel, bonded or clad with nickel, chromium, lead ed-copper or leaded-tin bronze	74·04	Free

Amended by-laws

The following by-laws have been amended to apply to the goods as shown:

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
Fabrics, impregnated with an insulating substance, excepting tubular braids and sleevings, waterproofed tape or textile strip prepared with celluloid or nitrocellulose, for use in electrical apparatus or appliances, under security	59·08	Free
Fabrics, impregnated with insulating substance, excepting tubular braids and sleevings, waterproofed tape or textile strip prepared with oil, but not excepting, whether tape, strip or in the piece: Empire cloth; Oiled silk cloth; Oiled cloth of man-made fibres for use in electrical apparatus and appliances, under security	59·09	Free
Hoop and strip, steel, bonded or clad with nickel, chromium, leaded-copper or leaded-tin bronze	73·12	Free
Hoop and strip, steel, as follows hardened, tempered, ground and polished, 0·125 inch in thickness or finer, not exceeding 12 feet in length and not exceeding 12 inches in width, for use in the manufacture of drag, frame or vertical toothed saws, under security	73·12·11	Free
Bits, for braces, as follows: Fencing and wagon bits having a twist of not less than 8 inches and an overall length of not less than 12 inches; Other bits, not being auger bits of Scotch or Jennings pattern	82·05	Free
Parts and accessories for drums, as follows: Beaters, hand; Brushes; Heads, drum, of artificial plastic; Sticks; Vellums for drums	92·10·31	Free

(Continued on next page)

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AUSTRALIA, *continued*

Cancelled by-laws

The following goods are removed from the provisions of by-law entry and will now be classified as indicated below:

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
Augers, other than of Scotch pattern Augers, solid centre, Scotch pattern	82·04·990	27½%

Special Advisory Authority inquiry result

A NOTICE was published in the *Board of Trade Journal* on April 21, 1967 to the effect that a reference had been made to the Australian Special Advisory Authority in respect of:

Hogskin leather used in footwear linings (Tariff Item 41.05.100).

The inquiry has now been held and as a result of the Special Advisory Authority's recommendations a temporary duty has been imposed, as follows, on hogskin leather having an f.o.b. price of less than $A0.20 per square foot: $A0.06 per square foot less an amount per square foot equal to the amount by which the f.o.b. price of the goods exceeds $A0.14 per square foot.

This new duty does not apply to goods in transit on, or before, April 10, 1967.

Further details will be published as soon as possible.

UNITED STATES

Typeface projection devices—tariff classification

THE *Board of Trade Journal* of March 31 (page 845) gave notice of a review by the United States Bureau of Customs of the tariff classification of typeface projection devices.

The bureau have now held that such devices are properly classifiable under the provisions for enlargers and camera enlargers in item 722.18. Tariff schedules of the United States, with duty at the rate of 15 per cent *ad valorem*.

As this ruling will result in the assessment of duties at a rate higher than that previously assessed on these devices, the higher rate will be applied only to such merchandise entered or withdrawn from warehouse, for consumption after the expiration of 90 days after the date of publication of the bureau's ruling in the weekly *Customs Bulletin*.

Inquiries regarding this notice should be addressed to the United States Section, Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397).

Duty-free entry of dicyandiamide and limestone

UNITED STATES Public Law 90-14 approved on May 5, 1967, permits duty-free entry of dicyandiamide and limestone when imported for use in the manufacture of cement.

A copy of the above-mentioned Act may be seen in Tariff Section, Export Services Branch, Board of Trade, Room EO5, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 457).

CANADA

Tariff Board inquiry into iron or steel products used in shipbuilding

THE CANADIAN Tariff Board's Report to the Minister of Finance, recommending no change in tariff item 44019-1 has now been published (see the *Board of Trade Journal* of August 12, 1966, page 446).

A copy of the Report is available for inspection at the Commercial Relations and Exports Department (Canada Branch), Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2629), quoting reference CRE 17745/G.

'Made in Canada' rulings

THE FOLLOWING rulings have been made in Canada for Canadian Customs purposes:

Of 'a class or kind made in Canada':

Acrylic sheets up to and including 80in. width and 1/32in. to ½in. in thickness both inclusive.

(Ruling effective June 23, 1967).

The above ruling is contained in Canadian Department of National Revenue Memorandum D51/31/1 dated May 23, 1967.

Of 'a class or kind made in Canada':

Para-aminodithenylamine (N.Phenyr-tara-phenylene diamine; 4-amino dithenyl amine).

(Ruling effective June 23, 1967).

The above ruling is contained in Canadian Department of National Revenue Memorandum D51/33/2 dated May 23, 1967.

BRAZIL

Imports of natural rubber

HM EMBASSY in Rio de Janeiro has reported that by a Resolution No. 462 published in the *Diario Oficial* of March 30, 1967, exemption has been granted from import duties on a quota of 19,200 dry-weight tons of natural or synthetic rubber to be imported during 1967. To obtain this exemption an Exchange Cover Certificate, endorsed by the Executive Commission for the Defence of Rubber, must be produced before customs clearance is granted.

The largest factory-built boiler ever exported shown during its journey from Marshall Sons & Co. Ltd., Gainsborough, Lincolnshire, to the Bahamas. It is one of two watertube boilers, each of 80,000 lb. steam/hr., for the Bahamas Electricity Corporation. The contract, which includes the two boilers, their fully automatic oil-burning equipment, economizer, a 72 ft. high chimney designed to withstand hurricane-force winds, interconnecting ducting and steam piping, is worth about £150,000.

Import restrictions

HM EMBASSY in Caracas has reported that the Venezuelan Commercial Directorate of the Ministry of Development have announced in the press of May 10 quotas for the importation of textile products and clothing during this year. Items imported under the tariff definitions set out below will be allowed licences for 50 per cent of equivalent importation in 1966 for the textile industry.

Tariff No.	Description	Duty in Bolivars per Kilogram gross
652-02	Cotton fabrics, other than grey cotton fabrics (bleached, dyed, mercerized, printed or otherwise treated) (32):	
652-02-03	Fabrics bleached or dyed plain, n.e.s. (32):	
652-02-03-2	Of 90 or more centimetres width:	
652-02-03-2 A	Up to 100 grams (4)	36·00
B	Up to 150 grams (4)	30·00
C	Over 150 grams (4)	26·00
652-02-04	Fabrics bleached or dyed, figured, n.e.s. (32):	
652-02-04-2	Of 90 or more centimetres width:	
652-02-04-2 A	Up to 100 grams (4)	36·00
652-02-04-2 B	Up to 150 grams (4)	33·00
C	Up to 250 grams (4)	29·00
D	Over 250 grams (4)	23·00
652-02-05	Fabrics stamped, printed or chines, plain (32):	
652-02-05-2	Of 90 or more centimetres width:	
652-02-05-2 A	Up to 100 grams (4)	37·00
B	Up to 150 grams (4)	33·00
C	Over 150 grams (4)	27·00
652-02-06	Fabrics, stamped, printed or chines, figured (32):	
652-02-06-2	Of 90 or more centimetres width:	
652-02-06-2 A	Up to 100 grams (4)	34·00
B	Up to 150 grams (4)	32·00
C	Up to 250 grams (4)	25·00
D	Over 250 grams (4)	20·00
652-02-07	Fabrics manufactured with threads of diverse colours, plain (32):	
652-02-07-2	Of 90 or more centimetres width:	
652-02-07-2 A	Up to 100 grams (4)	40·00
B	Up to 150 grams (4)	36·00
C	Over 150 grams (4)	30·00
652-02-08	Fabrics manufactured with threads of diverse colours, figured and n.e.s. (32):	
652-02-08-2	Of 90 or more centimetres width:	
652-02-08-2 A	Up to 100 grams (4)	38·00
B	Up to 150 grams (4)	36·00
C	Up to 250 grams (4)	30·00
D	Over 250 grams (4)	24·00
652-02-09	Fabrics, unicolour, known commercially by the name of 'Poplins' (32):	
652-02-09-2	Of 90 or more centimetres width:	
652-02-09-2 A	Up to 100 grams (4)	30·00
B	Up to 150 grams (4)	28·00
C	Over 150 grams (4)	23·00
652-02-11	Fabric, cotton, n.e.s., with less than 30% silk, or artificial or synthetic textile fibres (32):	
652-02-11-2	Of 90 or more centimetres width:	
652-02-11-2 A	Up to 100 grams (4)	32·00
B	Up to 150 grams (4)	30·00
C	Up to 250 grams (4)	24·00
D	Over 250 grams (4)	20·00
652-02-12	Fabric, n.e.s., cotton, with less than 50% silk (32):	
652-02-12-2	Of 90 or more centimetres width:	
652-02-12-2 A	Up to 100 grams (4)	36·00
B	Up to 150 grams (4)	30·00
C	Up to 250 grams (4)	21·00
D	Over 250 grams (4)	18·00
652-02-13	Fabric, n.e.s., cotton, with less than 50% artificial or synthetic textile fibres (32):	
652-02-13-2	Of 90 or more centimetres width:	
652-02-13-2 A	Up to 150 grams (4)	36·00
B	Up to 300 grams (4)	30·00
C	Up to 500 grams (4)	21·00
D	Over 500 grams (4)	18·00
653-05	Fabrics of artificial or synthetic fibres and spun glass:	
653-05-02	Fabrics, woven, of artificial or synthetic textile fibres, pure or intermixed:	
653-05-02-2	Of 90 or more centimetres width:	
653-05-02-2 A	Up to 150 grams (4)	50·00
B	Up to 300 grams (4)	40·00
C	Up to 500 grams (4)	30·00
D	Over 500 grams (4)	20·00
653-05-03	Fabrics, of artificial or synthetic textile fibres, mixed with other textile fibres:	
653-05-03-3	With other fibres, n.e.s., of 90 or more centimetres width:	
653-05-03-3 A	Up to 150 grams (4)	45·00
B	Up to 300 grams (4)	37·00
C	Up to 500 grams (4)	29·00
D	Over 500 grams (4)	22·00
654-01	Tulle, lace and lace fabrics of all fibres (including net and netting)	
654-01-01	Lace of any fibre, in pieces, in strips or in other forms and manufactured lace articles, uncut and unsewn:	
654-01-01-4	Of cotton, pure or mixed:	
654-01-01-4 E	Pure or with mixtures, n.e.s. (4)	20·00

(32) When this merchandise is imported in wooden boxes, there will be a reduction of 10% on the specific assessed duties.
(4) A previous importation licence is required from the Ministry of Development.

As regards the furniture industry, licences will be allowed for importations equal to those of 1966. The duration of the import licences will be for one year only, which cannot be extended. Importers in Caracas have until June 5, and those from the Interior until July 6 in which to apply for licences.

Import licensing restrictions

THE VENEZUELAN Ministries of Finance and Development issued a resolution dated May 5, 1967, imposing import licensing restrictions on the following items:

Tariff No.	Description	Duty in Bolivars per kilogram gross
511-09-02-3	Aluminium sulphates, n.e.s.	0·01
512-04-02-4	Fatty alcohols	0·05
512-09-03-3	Bichlorofluoromethane	0·05
512-09-03-7	Chlorofluoromethane (n.e.s.) (Refrigerants)	2·00

The resolution enters into effect from date of publication May 6, 1967, with exception of items coming by air. Goods covered by Consular invoices or shipping documents bearing the date on or before that of publication (May 6) are exempt from these requirements. For deliveries by air the resolution comes into effect on May 11, 1967.

Storage charges

HM EMBASSY in Caracas has reported that by resolution No. 385, issued by the Venezuelan Ministry of Finance, dated April 26, storage charges at national ports and airports are reduced by 50 per cent both for exported goods and primary materials imported in order to produce goods eventually destined for export. This resolution comes into effect on the date of publication (April 26, 1967).

Duty exemption on import of primary goods

ALSO REPORTED by the Venezuelan Embassy is Presidential Decree No. 803, of April 25, which sets out that the importation of primary goods intended for the manufacture of national products exclusively for export, will enjoy the benefit of total or partial exoneration from the import duties when the industrial processing adds a substantial value to the finished product and bears the special Venezuelan mark of quality, NORVEN (Normas Industriales Venezolanas). This decree comes into effect from the date of publication (April 25), and supersedes the previous one on the subject, No. 1112, of September 27, 1963.

Special points of interest arising out of the decree are as follows:

(a) The firms concerned have to be registered with the Ministry of Development as producers of goods destined for export.

(b) To obtain the exoneration or reduction in import duties they have to give details of the prime materials imported monthly and the goods made for export.

(c) 180 days are given from the date of clearing the primary goods until the exportation of the manufactured items (though extensions can be applied for).

EXPORT ASSISTANCE PICK-A-BACK ARRANGEMENTS FOR EXPORTS

A booklet containing the names and addresses of firms who have offered to help other firms with export assistance is published by the Export Services Branch of the Board of Trade.

Copies may be obtained free from the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 491, Telex 25977), or from any of the Board of Trade Regional Offices.

COLOMBIA

Changes in foreign exchange regulations

HM EMBASSY in Bogota has reported the promulgation on April 20 of Decree No. 688 of 1967, modifying Decree-Law No. 444 of 1967 (vide *Board of Trade Journal* of April 28).

Under this new legislation, contracts involving the payment of royalties, commissions, and the like must be registered with the Foreign Exchange Office. This regulation applies to contracts made as from the date of the Decree, and to all subsequent extensions of existing contracts. (Prior to April 20, the approval of the Ministry of Development was required.)

The Decree also provides for a tax of 1½ per cent on the c.i.f. value of all imports (except those made through the free zones of Leticia and San Andres, and those made either under the import-export system set up by Decree-Law 444 or under diplomatic privilege). The revenue from this tax is designed to help in the support of the internal market prices for coffee.

CHILE

Bonded warehouses

HM EMBASSY at Santiago report that the Executive Council of the Central Bank issued a Circular (No. 852) on May 2 laying down the following regulations governing payment for raw materials and semi-finished goods, which are brought into the country under the 'bonded warehouse' régime:

(i) The raw materials or goods must be for processing or finishing in the country *for eventual export.*

(ii) The imports must be properly authorized.

(iii) The raw materials or goods must be placed in a properly recognized bonded warehouse.

(iv) The importer must, on being granted exchange cover for remitting payment, make a compensating forward exchange contract with the Central Bank, binding himself to sell to the Bank the same amount of exchange at the same rate. No payment of local currency will be made on either side. The sales contract must be fulfilled even if the export of the fully processed or finished goods does not eventually take place.

TRINIDAD AND TOBAGO

Import licensing arrangements

THE LIST OF EXCEPTIONS to the Trinidad and Tobago Open General Licence has been further amended:

(i) by the addition of the following articles to items 099-09.099 and 621-01:
099-09.099 – 'Snack Foods', i.e. corn curls (bugles), whistles, daisies, chee wees, bacon curls, bacon krisp, potato chips and all similar products, whatever the materials of manufacture
621-01 – Tread rubber ('camelback'), and

(ii) by the deletion of items 831-01 and 831-02 and the substitution therefor of the following:
831-01 Ladies' handbags and purses, of all materials,
831-02 except natural leather.

The Trinidad and Tobago Ministry of Industry and Commerce has also announced that it is proposed to allocate quotas for the importation of the items mentioned in (i) above.

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471).

JAMAICA

Import licensing arrangements

THE LIST OF EXCEPTIONS to the Jamaican Open General Licence (see *Board of Trade Journal* of August 26, 1966, page 556) has been further amended:

(i) by the insertion of the following additional paragraph to item 80 (Paper manufactures):
(d) Cardboard cartons and boxes

(ii) by the deletion of item 119 (tyres and tubes for motor vehicles), and the substitution therefor of the following:
119. Tyres and tubes for road motor vehicles (excluding motor cycles), tractors, graders, earth-moving equipment, trailers and farm implements, and

(iii) by the addition of the following new items:
144. Ball point pens and parts (excluding refills).
145. Nutmegs (including ground nutmeg).

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471).

DOMINICA

Importation of detergent bars

IN A NOTICE appearing in the *Official Gazette* of May 4, 1967, the Dominica Ministry of Trade and Industry announced that the importation of detergent bars into Dominica was prohibited as from that date.

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471).

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Replies to Box Numbers should be addressed to: Box No.— Board of Trade Journal, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1.

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He should have a good geographical knowledge, and an awareness of the workings of export merchants buying and confirming houses would be an advantage.

In the event of the applicant lacking personal knowledge of any of the above he would be expected to know where to obtain the information.

Please write to E. Hale, General Manager, Mercantile Guardian, 258 Gray's Inn Road, London, W.C.1, stating present position, age and present salary.

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Index to statistics published regularly in the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

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REPORTS FOR UNITED KINGDOM EXPORTERS ON FIRMS OVERSEAS

UNITED KINGDOM exporters may wish to know more about a firm abroad which has offered to do business with them. The Board of Trade keeps records about the standing activities and influence of many firms abroad, and will make inquiries about any particular firm not already on record. These are not credit reports (for which the inquirers should apply to banks and other agencies) but they are useful in deciding the suitability of the overseas trade as a sales outlet. Requests for reports should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, or to the appropriate Regional office of the Board.

BRITISH GOVERNMENT CONTRACTORS

These announcements are restricted to firms and companies on the lists of Contractors to H.M. Government Departments.

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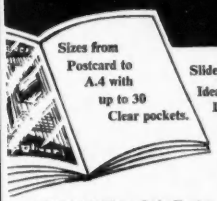

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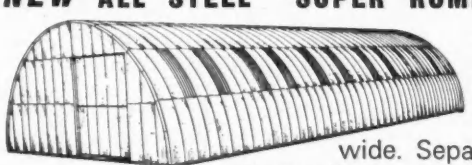

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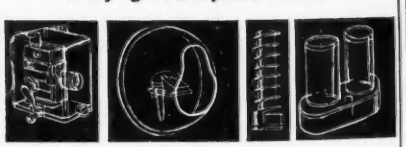

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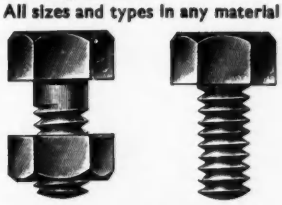

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'No lack of orders here. We're exporting to 112 different countries.'

The man speaking is Jon G, export manager of an East Midlands company that makes construction equipment. Proving his point is a factory going flat out, making graders, dump trucks, rollers and tractor shovels that will bring home many millions this year.

Interviewer: You're not affected too badly by the ups and downs on the domestic market?

Jon G: Let's say we're well-cushioned against them. Our exports are always well over 65% of total output. Some years they run much higher.

And you have ECGD cover for 112 countries?

Jon G: That's the score as of today. But we are always opening up new markets and we couldn't do this without cover. We appoint a distributor in a new territory, then it's over to ECGD. They indicate what a reasonable credit limit would be.

You finance a stocking-up operation for the new distributor, and ECGD cover you against loss?

Jon G: This is right. It would be far too difficult and time-consuming for us to check accurately the credit-rating of distributors we appoint. Mind you, we do what we can – we don't put up any dicey deals to ECGD.

On your turnover, you must have really felt the benefit of lower ECGD premiums?

Jon G: There's been quite a dramatic drop, especially if you compare the premiums over 17 years, as we can. Being able to get 100% guaranteed finance now is also very good. Of course we have the odd haggle with ECGD, but generally we're very satisfied. I think the services ECGD offer are ahead now of other countries'.

Is your export graph rising?

Jon G: Up 29% in three years and still climbing. You can almost watch it going up from where we are standing now.

Exports keep plants profitably humming. Over 9,000 exporting companies are insured by ECGD, the Government Department which secures exporters against overseas loss through default, insolvency, transfer and other risks. The interview above is authentic; only the photograph is fictitious. Find out more about how ECGD can help your company increase exports. 'Phone your local ECGD Manager today.

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